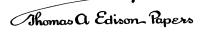
CENTIMETERS



14:1

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### A SELECTIVE MICROFILM EDITION PART V (1911–1919)

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### Thomas A. Edison Papers at Rutgers, The State University of New Jersey endorsed by National Historical Publications and Records Commission 18 June 1981

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The original documents in this edition are from the archives at the Edison National Historic Site at West Orange, New Jersey.

ISBN 978-0-88692-887-2

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We thankfully acknowledge the vision and support of Rutgers University and the Thomas A. Edison Papers Board of Sponsors.

This edition was made possible by grant funds provided from the New Jersey Historical Commission, National Historical Publications and Records Commission, and The National Endowment for the Humanities. Major underwriting has been provided by the Barkley Fund, through the National Trust for the Humanities, and by The Charles Edison Foundation.

We are granted for the generous support of the IEBE Foundation, the Hyde & Watson Foundation, the Martison Family Foundation, and the GE Foundation and seafmont series of the Generalistic New Seafmont Seafmont from the General Seafmont S

# START

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filmed are the best copies
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EDISON GENERAL FILE SERIES

1912

### Edison General File Series 1912. Phonograph - General (E-12-64)

This folder contains correspondence and other documents relating to the commercial and technical development of Edison's phonograph. Included is material pertaining to the Diamond Disc Phonograph, which was demonstrated at the Boston Electric Show in October 1912 and marketed throughout the United States by the end of the year. Also included are items dealing with the development of Blue Amberol cylinder records, the Edison home recording outfit ("shaving machine"), and the Edison School Phonograph. Among the subjects discussed in the documents are the manufacture of phonographs, cabinets, and records; the evaluation of singers and trial records; contracts with artists; trademarks; and patent interferences. There is also correspondence with Marshall C. Lefferts of the Celluloid Co., along with letters from phonograph enthusiasts and requests or suggestions concerning the improvement and promotion of the phonograph.

In addition to the correspondence, there are drafts of promotional training and instructions to members of his technical and administrative staff, including Jonas W. Ayisworth, Frank K. Dolbeer, Miller Reese Hutchison, Walter H. Miller, Alexander N. Pierman, and Carl H. Milson. Also included are Edisons copies of interoffice communications, demonstration reports, and minutes from committee meetings of Thomas A. Edison, Inc.

The committee minutes appear at the end of the folder in the following offer: Executive Committee, Amusement Phonograph Department Committee, Dicating Machine Committee, Manufacturing Committee, and Phonograph Sales and Advertising Committee. Also included are minutes from a meeting of salesmen on December 30, 1912, to discuss the marketing of Diamond Disc phonographs and records. Among the topics discussed in the Executive Committee minutes are the possibility of making voice recordings of presidential contenders Theodore Roosevelt, Woodrow Wilson, and Champ Clark and the status of the phonograph business in Mexico and Latin America.

Approximately 50 percent of the documents have been selected. The undecleted material includes unsolicited correspondence with no substantive reply from Edison, letters of transmittal and acknowledgment, memoranda concerning billing procedures, circular letters, and weekly summaries of arerements with disc dealers.

John 1912.

John Take, 1912.

description of the tyle of smoother that was chipped on the portal number.

For instance: I cm unchle to tell when the end-gate Business Phonographs were discontinued, and the precent wadrel as thipped. There are other important improvements that are empearing on phonomers.

Ma the precent randrel as shipped. There are other important improvements that are appearing on phonographs from time to time, such as now reproducers, oto, and it seems to me that in commence the certain number a description of highest state commence to be shipped should be extered against the records.

that the first this opportunity to also inform you that the first tem Bariness Thompsuch with the first tem Bariness Thompsuch with the property of the sease. You probably 'now that we are paying 256 a menime royalty, whon we use the cylinder ojector and this collapsible mendrul is intended to replace that device, no that the royalty can be concelled for overy menime chipped with a collapsible employed.

If I can add anything further, I will be pleased to do so.

Please confirm this memorandum with me, so that there will be no minunderstanding that I have not notified the correct party.

Yours truly.

R. C.

... 71- Pur Frence - BABSON FREd



(hicago, 1/4/12. Friend Balson -

Thomas A. Edison,

They kept we so Guay concent quel a chance to come face you

drawer wild.

I can be reached at any time through my operator at Lawndalo 2483.

FKB\*140

Yours very truly,

Jud Baban.

ue seetahun to Electropicalian when I was come tree you

830 Livingston the 254 me that there was he sured of stage-fright. The is still with me although I assured by the most critical who have maked me when I had supposed injuly along that no our can put up a beller performance than I - when I am surging to myself down as auditor. If I can get a Russer I am sur I can says an opportune monesut and make motilizes That mould be of great order as sellers. I had hoped to get just what I reant from the labotory of the Uhumisty; but the nucleonical man on whom I defended is unowly your huly b. Holder.

### [ATTACHMENT/ENCLOSURE]

Columbia Elnibersite inthe City of New York

830 Livingston Hall

Dec. 8, 1911.

Mr. H. F. Miller,

Thomas Edison Laboratory,

Orange, New Jersey.

Dear Mr. Miller:-

Some time ago you wrote me in behalf of Mr. Edison for whom I was to make some demonstrations in regard to the "Human Voice". Of course, I wanted to do for him the extreme things. It is two years since I have tried singing higher or lower than any music extant requires - not since I had made some tests before scientific persons interested in such investigations. Upon receipt of your letter opening the way to Mr. Edison I was therefore out of training for doing things at the extreme limit. I now, however, am getting back into best training and I soon shall demonstrate to him a scale of forty-nine or fifty semitones, without strain. Meanwhile would you approve of my writing to him some of my ideas concerning "The New Basis of Voice". To you, in this there is a most practical bearing; for better methods than those now used can be devised for talking(?) phonographs. Better results can be achieved, here at Columbia quietly and almost secretly. Dr. Forbes and I

### [ATTACHMENT/ENCLOSURE]

### Columbia University inthe City of New York

have been getting at this subject. Just now Dr. Forbes is ill and I doubt that he can do enything more this year. I hope to find some other practical worker, especially in the making of machines, to assist me; for I have no handiness in making machines. I know what should be done, however.

Again trusting to your kindness, I am,

Yours truly, George H. Roberto W E.T.C.

talking machines - as a listener - for a number of years but not entil last December did I buy one. The reproductions me not perfect enough to be pleasing to me. Finally I bright a Victoba. Suring a met to your Loboratories with the U.S.M. Si. on the 8,1911. I lectured to your dise machine. I would like to hear more of it. are any of them miking demonstrations outside of your labor as yet? I have often pondered over the problem of reproducing, mit equal cleaness, tone of indely different pitches by the same diaphragm. Would not two diaphragms

of different signs give a better quality and a more distinct reproduction of they could be operated by the same Was if begin tried? of the amplitude. the diaphragues should be different the could be come to your machine, - with horizontae dispheren The arrangement of the needle + fulcrum, roals be varied considerably muster in either design

Mossrs. Philpot: Anderson:

HAN 15 15 12

Please note that all madhinery, gas fittings, are to be ordered though the Laboratory, etino from the Diag Record plant, as Inid out by Mr. Philpot, are to be ordered through the Laboratory, etino from outside parties, the Laboratory the factory, depending on who can furnish thou best and quickes. This will leave actining but the carpenter work, together with the installation of machinery, to be looked effor and taken ear of by our factory help, and this we should be amply able to take care of in time for requirements.

1/15/12.

C. H. Wilson.

Copies to Mosers. Edigon and Weber.

Plan Home . Francing

Mr. Hird:

Issue a manufacturing order for 25 Hose Shaving Machines to be made by hand for demonstration purposes, just as soon as drawings are received from the Repineering Dept. Alse for 25 four-ninute probabilities of which the 25 shaving machines. These outfits should be probable three share that we are the statement of the control of the co

1/18/12.

c.fw.

Copies to Messrs. Edison: Dyor: Weber: Wetzel: Dolbeer: McChesney:

Goodwin: Maxwell: Bliss.

Yw ayleworth Who has a hange of the Baketite interfavence to unportant to hove good mand & harre ideas a Good it

88-800 Sna erosth Farm. Thoal Latte \_ Manitoba, Canada January 25-1/1912 Dear Lie, he bought one of your Frede Thonographs two years ago; it - has given in so much pleasure that ine have this week bought - a Trumph " - The other night loe were talking about you, and Said we Should do much like to hear your boice. I looked thro a Catalope but did not see a record by you. and low disappointed now, dear Liv, will, you Kindly letme Mow if you have one - where I Can buy it - If you have not made. Please do - Jours respectfully (Phys)

music Room

### January 25, 1912.

### Mr. Wilson:

The Committee listened to fifteen Blue Amberol Records at the Meeting held last night. The surfaces generally, aside from crackles and knocks were found to be excellent. It was noted however that ten out of the fifteen Records given to the Committee "ran out" more than we allow for commercial product. The selections were as follows:

SERIAL NO.	SPEC	TITLE	TALENT
10518	2	THE GREAT CAMPMEETING	FISK UNIVERSITY JUBILER QUARTET
		2 Samples commercial.  1 bad knocks and crackles - runs out - not commercial.	
10518	1	THE GREAT CAMPMEETING	11
		2 Samples commercial. 1 knocks and orackles - runs out - not commercial - bad moulding.	
10510	1	SWING LOW SWEET CHARIOT	u u
		1 Sample. Bad knocks and orackles - runs out - not commercial. 2 Samples. Might knocks and orackles. Doubtful as to whether acceptable as commercial.	

- 2 -

SERIAL EO. SPEO. TITLE SALENT

10619 2 MY SOUL IS A WITHESS PISK UNIVERSITY
QUARTET
CALAL.

-----

1(a) SHOUT ALL OVER GOD'S HEAVEN.

10520

(b) LITTLE DAVID

2 Samples. Eight knocks, but considered commercial. 1 Sample. Bad knocks - not commercial.

C. E. GOODWIN

CHAIRMAN RECORD COMMITTEE.

Moder

music Room

January 30, 1912.

Mr. Wilson:

The Record Committee have gone over enough Blue Amberol Records to establish the following facts:

- All of the Records run out badly, an objectionable feature that must be overcome.
- 4 Stray. Practically all of the Records are full of small orackies and light knocks, which are not in the moulds. These crackles may be due to dirt or impurities in the material used.
- The general surface of all the Records, which the Committee have heard is considered good enough for commercial product.

The Committee heard 18 Records this afternoon, 5 of which were found to be commercial.

Cat. No. Title Telent

232 DREAM OF THE TYROLIENHE E. VEHETIAN TRIO

Mould No. 29

Sample No. 1 runs out - knocks

and orackles - not commercial.

" 2 runs out - knocks and crackles - not commercial.

" 5 runs out - knocks and crackles - not

3 runs out - knocks and crackles - not commercial, on account of poor moulding. The majority of these knocks are not in the mould. Cat. No.

### Title

DREAM OF THE TYROLIEHNE 232

E. VENETIAN TRIO

Mould No. 30

Sample No. 1 runs out - knocks and crackles - not

commercial. 2 runs out - knocks and crackles - not

---

commercial. Z runs out - knocks and crackles - not

commercial, on account of poor moulding. Bad rough spot in the mould.

Mould No. 35 Sample No. 1 runs out - knocks

and crackles - "one sided" - rough surface not commercial.

2 runs out - crackles surface rough on first part - commercial.

3 runs out - bad rough spot in center - not commercial.

Mould No. 27 Sample No. 1 only slight run out-light knocks - commercial.

2 bad run out - good surface - not com-

mercial.

3 runs out - loud knocks - not commercial.

Mould No. 37 Sample No. 1 runs out - knocks and crackles - not

and creates - not commercial. 2 runs out - light creakles - commercial. 5 slight run out - light creakles - commercial.

music Room

PHC/LW

February 3rd 1912

Dear Mr. Edison,

In accordance with instructions from Mr. Dyer indicating your wishes I have had tests made of the voices of a number of singers and the samples are being sent to Orunge for your examination.

Attached hereto is a memorandum showing name of singer class and selection sung for test purposes.

Enclosed you will find some press notices and purticulars of the artists whose tests are being forwarded.

I understand from Mr. Dyer you are seeking voices of a certain quality having in mind their suitability for our work.

If you care to go a little more in detail as to what particular characteristics you are seeking I may be able to give you more intelligent assistance.

I want to co-operate with and be of some real help to you but feel as if we are groping over here and don't know whether what we are sending is what you are after.

Host of the singers whose work we are forwarding have been secured through the Imperial Concert Agency. Some have voices which are promising for our work. We have rejected many and are only sending those along which in our opinion might

### Mr. Edison Contd. Page 2

possibly possess the quality you are seeking. None have known a phonographic career.

Among those sent I might particularly invite your attention to the following:

Marf Fielding Dramatic Soprano. Promising for our work. Phyllis Lett Soprano. A bit nervous. Sang slightly off, but might be developed.

Winifred Lewis Contralto. Very good indeed. Would probably make an excellent addition to our list of Edison Singers.

Alfred Heather. Scotch Tenor. Very good for our work.

Hubert Eisdell. Tenor. Excellent.

Norman Williams. Bass Baritone. Very good.

Louise Sims Contralto. Good quality but very nervous during trial.

We will make additional shipments to you from time to time and meanwhile if you care to supplement original instructions we will do all we can to accomplish what you desire. Yaithfully yours,

Thomas A. Edison Esq.,

Orange,

NEW JERSEY.

Gertrude Reynolds	Soprano *	Oh Flower of all the World" & Scale.
Mde. Mary Conly.	Dramatic "	The auld Hoose". & Scale.
Mr. Richard Ripley.	Tenor "	Mother o' mine". & Scale.
Mr. Gwynne Davies	Tenor "	Thy beaming eyes". & Scale.
Joseph Farrington	Bass Baritone.	"Drake goes West".
Miss Winifred Lewis	Contralto	"The Rosary" & Scale.
Mr. Fredk. Ranalow	Bass Baritone.	"Drink to me only" & "The Crocodile".
Miss Phyllis Lett	Contralto	"Lillies"
Miss May Peters	Contralto	"One the banks of Allan water"
Miss Jennie Taggart	Soprano	"Braw braw lads".
Hiss Hary Fielding	Dramatic Sofran	"Sunshine & Rain"

Robin Adair ".

These have already been forwarded.

Hiss Caroline Hatchard Soprano

NAME OF SINGER

HAME OF SINGER	CLASS	SKLECTION
Mr. Alfred Heather	Tenor .	Bonnie Wee thing
Mr. Hubert Eisdell		"I know of two bright eyes" & Scale
Mr. Julian Henry	Baritone	"I'm wearing aws! Jean" & Scale
Miss Christine Bywater	Soprano	"If I built a World for you & Scale.
Mr. Anderson Micol	Tenor	"The fond kiss" & Scale
Mr. Alexander Webster	Tenor	"Bonnie Wee thing" & Scale
Mr. Albert Beresford (	Counter Tenor	"Meet me to-night in Dreamland" & Scale.
Mr. Norman Williams	Baus	"The Wreck" & Scale.
Miss Louise Sims.	Contralto	"Rest thee my dear one"

The above will be forwarded with the next shipment.

We have not yet received particulars and Press Notices of the last three artists. They will be forwarded when received.

Feh. 8th. 1912

Mr. Walter Miller, 79 Fifth Ave., New York City.

Dear Mr. Miller:-

phraduk

As you are aware, ir. Missen has been advertising for singers under the name of "Orenshaw". These two answers that I enclose were from an advertisement in "Masical America." As you know, ir. Missen has had nost of the people come out here, but he thinks that you had better write to these two and ask them to come and rules a test at the Recording Rooms in New York. You can explain that ir. Missen is expecting to require some sight realing work done later, as to which he can communicate with the parties after you have rade the test records of the votes trials.

I recoived the enclosed letter from you this norming, and would say that I invariably tell the singers to take their own music with them when they go to see you. I was particular, indeed, to tell ir. Inddell this, but he must have forgotten it.

Yours very truly,

WHM/ES

doubt wonder at getting a letter from this part of the Globe - I hope you will seems this liberty Thave taken in thus writeing to you but I shought I would just like to shank you write to you to tell you how greatfull Jam to you for inventing such a machine as the Inhonograph I have now had a Standard machine for close on 6 years and Jean tell pur many an hours enjoyment I have had withit and also to many other During the time of have had it It has only cost me 4/6 and that was only last sheek and that was an accident I let it face from Hiwas going just as well she night I let it face as the day I got it and my only regret is I had not jut one Dooher then I did Ima Tell fun nothing pleases on mother whois go years of a fe them to hear the phone cially rome food old rockh only ourh I could get more Scotch

3 especially the names of which Jenceure to give and if promble I would like of plu could get some one of four dengers to bong of him on the anternal Record I may also tell free sence I purched the ordhine I have more one thousand 118 records 950 are beteron records another farmer I am foing to ask of free souce for please let me know if free receive the letter again asking free to excess me for the white of have taken in writing the way to and rishwight and rishwight he was company why heads

The names of the 3 dong.

Bonnie Banks of Joch Jomond A mans a man and I that Will ge no come back again

I should be very bleaud you would send one one of filer own protos

Fairhaven Express Co.,

A January

Feb. 20, 1912.

Dear Mr. Edison:

day from the Edison Torke here a phonograph with all its vertices equipment, which they tell me you ordered then to send me. I have since recelled that you erdered then to send me. I have since recelled that you spake of the machine one day as useful to a literary worker, end at the same time promising when you went home send one to me. I think it was extremely fine of you send one to me. I think it was extremely fine of you to remember the promise and me, and it is a souremir of our last Summer in ming it will be a to be a been to the promise and the send in the sendance has been to the promise the sendance of the sendance is been to the promise the sendance of the sendance is been to the promise the sendance of the sendance is a likely oxport in talking into it, but I want to clive teffort to be a letter of thanks to you, and I shall accordingly send on this cylinder, hoping it will safely reach you.

phonograph enthusiast. At present I feel a bit selfconscious in telking into it, but it is interesting to
hear the sound of one's our voice. I should think for
an after dinner speaker or even a more make the
twould be secolient in he friend who was in my ross
when the smohlme arrived, tried it and said it would help
him a lot on the same line. I shall probably get in the
habit of uning it for all kinds of literary and journalistic
work, and I think it while he part though of the mandate
the natural soundath you last Summer; I went to Constantinople
with probably get to the
to your family. I hope they got them. I still think or
to your family. I hope they got them. I still think of
to got for the same lines and the for the same
to your family. I hope they got them. I still think of
to your family. I hope they got them. I still think of
to your family. I hope they got them. I still think of
the matter of god Samaritans. Recently I set a far, Iroland,
who is one of the late Mr.
and he told me he had not your daughter to the income and the
from side in the Spring is coming on to find another regular
proper hopes for the present without work. He
hopes now that Spring is coming on to find another regular

job.

for the time being an alliving in London now, at least interesting, but the continue that it and my work here quite interesting, but the continue that it are not not interested to hear the new novel of mine called "The Levrage of Lite" which has just come out in London and in lew York. I am now busy on another, and I expect to use the phonograph a good deal hand, and knowing too that a busy men you are, I shan't add more to this lotter, and with my renewed expression of appreciation for your splendid gift. Please remember me most kindly to Mrn. Edinon and the other members of your family, and believe me dear Kr. Eddson,

Your devoted admirer,

E. A. U. Valentine.

music Room

Copy Mr. Dyer.

DHO/NW AMALIA

February 21st 1912

Mr. W.H. Miller, Manager, Recording Department, Thomas A. Edison Inc. 79-85, Fifth Avenue, HEW YORK.

Dear Mr. Miller,

I suppose you have been wondering what has happened to the Lyme and Harrold negotiations and for the purpose of keeping you advised, would state that Hammerstein continues to be at loggerheads with his Artists and although Boochi has been behind him from day to day, he has not been able to close up to the present time. About ten days ago he insisted on having submitted to him a Contract on behalf of our Company and the Columbia Company drawn by a solicitor. We forwarded our Contracts drawn in the usual style, and on Saturday last he advised Boochi that under no circumstances would he permit any of his Artists to sign such an Agreement although he would not indicate wherein the same was not satisfactory.

About an hour ago he promised to make such alterations as he wanted in the Contracts to-day or to-morrow and to send them to us. I have no faith in his promises however,

## Mr. W H. Miller Contd. Page 2

and will not be surprised if he does not live up to them, or if he puts in clauses which will be impossible from our stand-point.

This is being forwarded in order to catch to-day's mail steamer that you may know how the matter stands.

Very truly yours,

Managing Director.

Phonocurete

Mr. Looming:

Insue a requisition on the Condencite Co. of America. Clon Nidge, N. J. for 30,000 pounds cregood gum. Deliveries to begin as seen as possible, and to be made f.o.b. Clen Nidge, that is we will have to truck it from there as advised by Mr. Brown that it is ready. The price of this material is to be 15% above cost plus general expense to the Condensite Co., and is to be computed on each different run assumting to from six to mine hundred pounds, until such time at least as an established price can be arrived at.

Hr. Berggren will co-operate with Mr. Brown in arriving at the cost, and we are at all times to have the privilege of checking the costs as guidnitted by the Condensite Co.

2/21/12.

C.H.W.

Copies to Mossrs. Edison: Dyer: Aiken: Berggren.



## Thomas A. Edison.Inc. Orange,N.J.,U.S.A.

Edison Phonographs and Records Edison Primary Batteries Kinctoscopes and Motion Picture Films Edison Business Phonographs

LONDON PARIS SYDNEY BUENOS AIRES

"ZYMOTIC, NEW YORK"

April 1st, 1912.

Messrs. Berggren, Eckert, Leeming, Wetzel, Henderson, Thomas A. Edison, Incorporated. will supply.

(For Amusement Phonographs, Dictating Machines and Shaving Machines)

Rubber Tubing for Hearing Tubes

Hard Rubber and other molded pieces for Hearing Tubes Mohair Covered Tubes for Speaking Tubes and Flexible

Mouth Pieces and Ferrules for same.

Cil Cans, Sorew Drivers, Sapphire Brushes, Chip Erushes, & Horn Connections.

Cabinets purchased complete

Connections.

Bublic Great Cally Transfers. 4 Post Pedestal for Dict. Machines Celluloid Memo. Strips for Dict. Machines Pencils and Pencil Holders Burke Motors and parts thereof.

Shaving Machine Motors, and parts thereof. Horns (including Finished and unfinished)

Horn Bells, Elbows & Rings made outside

" Transfers.

Locks for Dictating & Shaving Machines. Bottoms & Springs for System Boxes.

Paste Board Boxes for Hearing Tubes, Horns etc.

## (For Kinetoscopes, Professional Models,)

M. P. Lenses and Condensing Lenses and parts thereof Rheostats complete (made outside) and parts thereof.

Sheet Metal Work (Magazines, Lamp Houses, Cones, Reels, Slide Carriers, Switch Covers), etc.)

Screens & Booths

Carbons

Glass for Lamp Houses

Oxygen Generators, Saturators and supplies and parts therefor or used in connection therewith such as Oxons, Ether & Limes

Knife Switches

Transformers, Economy Arcs, Compens-arcs and parts thereof.

## (For Kinetoscopes, Home Model)

M. P. Lenses & Condensing Lenses and parts thereof.

Rhecetats and parts thereof.

Transformers & "

Sheet Metal Work (Lamp Houses, Carrying Cases)

Glasses for Lamp Houses.

Mernst Lamps, supplies for and parts thereof.

Acetylene Generators, Burners, supplies for and parts thereof.

Stage Connectors.
Attaching Plugs.

Lamp Sockets.

Screens.

Carbons.

(For Rectifiers.)

Transformers

Condensers

Switches

For use in connection with Cylindrical Records (Amberol & 2 Min.)

and  $\underline{Blanks}$ . all materials except those entering into the "Wax" compositions.

For use in connection with the following:

Thomas A. Edison, Inc. will supply all materials
Master Moulds

Disc Records

Primary Batteries

Film (Professional & Home.)

Lantern Slides

except materials for parts originating in Edison Phonograph Works.

Coyeen Hill

vansvilleIndi Al 10-1012 Mr. Thou a. Each producing an absolutely schatchless as and for my experiments need a machine with a I have I graph phones with 6" mantrels; They are the out type wachines with electric motor and removable mandrel, but my hatteries are corroted and the motors would plan requ overhanting, hence wished to got a 6 spring unstormachine. I could find none in our town, and wrote to the Columbia Thons. a at the cago who send my litter to the y, and they, in turn, such it to their Cincinnate Brauch, who wrote are that they have us such wachin. There west be a lot of such old graphophones on the Excep piles Somewhere, anywhat at Bridgeport but of course, I cannot now write to our untual friend HCD, to seed we are, and believing you might have something in your knaseaus that would ausorer my kurpon, write to uguine. May old spring motor reaching with 6 mantrel will answer, need no love recorder on reproducer With regard to Mr. Dyer and Desonall, Fremain Very touly your a. Melzer

J. Burnelera

Ar. Dolboor:

The following prices and discounts have been decided upon for Home Recording outfits: Outfit complete consisting of Shaving Machine, three blanks and four-minute recorder: List (8.00; dealer 50, -- 5.60 net; jobber 40, -- 4.80 net.

Home Shaving Machine only: List 04.50; dealer 25; -03.38 net; jobber 35-1/5,--; 3.00 net.

Pour-minute recorder only: List \$3.00; dealer 40,--\$1.80 net; jobber 50,--\$1.50 net.

Shaved blanks each: List 20 cents; dealer 14 cents; jobber 13 cents.

As the recordor which we will sumply will be of the size to fit mani-ines outlying with smealer arms to held maids "O", "I" and """ repro-ducers, it will be necessary to sumply an adapter ring to emails the same roorder to be used with machines equipped with Speaker cause to held the models "O' und "" roproducers. This adopter ring will be supplied as an extra at a list price of 50 cents; dealer 55 cents net;

jobber 50 cents not. For the Opers, Amberola and any other types of mechines we may build, with stationery reproducer arms, it will be necessary to supply a special recorder arm and horn, which will be listed at the following prices:

Recorder irm:

List (1.25; dealer 90 cents net; jobber 75 cents net.

Fourteen inch tir japanned recording hern: List 50 cents; dealer 35 cents net; jobber 50 cents net.

outfits complete, shaving machines only and howns, will be realised in lots of 5 or multiples thereof. If ordered spacked in lots of less than 5, a charge for median, will have to be made. This meno. will enable you and Lr. McChesney to go shead with

such price list or catalogue as you want to got out covering the Home Recording apparatus.

4/24/12.

C.H.W.

Copies to Mesers. Edison: Dyer: McChesney: Stevens: Hird: Berggren: Eckert: Brown: Hazwell: Redfearn: File.

Messr's. Dolbeer: McChesney: Goodwin: Maxwell: Youmans: Hird: Redfearn: Ireton: Brown: Eckert: Leeming: Wetzel: Stevens.

Up to the present time the three types of disc machines coming through have been known as models 1, 2 and 3. It has been decided, however, to change these designations and designate the different models by the price of the machine, and hereafter the machine and cabinet known as model 1, will be known as model A 250, the letter indicating the design of mechanism and the number indicating the style of cabinet and price of complete machine and cabinet; Likewise the model 2, will be known as model A 200, and the model 3, as model A 150. This designation of the different machines will appear in the blank space on the name-plate following the words "model number".

To distinguish the type of motor used in the different machines, that is, whether spring motor or electric, the letters "S M" will be used to designate the spring motor type, and the letter "E" to designate the electric type -- these letters to be placed in the blank space following serial number and immediately preceding the serial number itself. Example:- A name-plate on the \$250.00 machine might read--

"Edison Disc Phonograph Model No. A 250 Serial No. 5 M. or E. as the case might be, 179." In case we should build alternating, direct and universal electric machines, the letter E will be followed by the letter A, D or U, as the case might be.

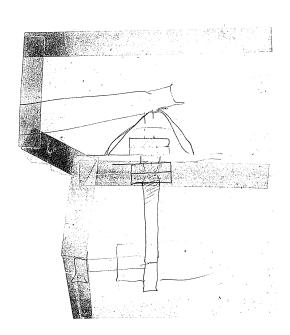
4/25/12.

Copies to Messrs. Edison: Dyer: Weber:

MR. PIERMAN Parmen - Kota for new 1= 1% woh ween 003, champed regid warmen Edges, want to work on prince chardwilly of the duran theef williant a Russia Budhadur Ecusilies Reserves best rough Horis 4 char between two makes placed or pod to land ampletude to take to have topletude to the house of the heart topletude to the heart was to the heart topletude t Howard twee als mile worthink or hear streatehand over securely fratined thereto, use a center of 1/4 mi my goldbest den funt, want to got the by from atreatch of the Luapher of all try aller whomfro

Change sensitives recommoder her every from 1 to 1 2 to 1 regulars @ deagher has luce the Rederages: ing a chamber - the pores of the will not no a chamber - bug mouth to financh da that of the everlocks ennell it westerhand the length water or detail office how makes so way to straight our base and high which are always. = on other hand try a fallenter Level against funnel totte when enfer with the his

on each note until sweet menty after away yournay track or 3 records to get yournay tracks to get yournay to so to continue 2 or 3 records to get yournay to so to continue 2 or 3 records to get your 16. (ene benefing Presente formula of odl ins Le ACG. CAURU



Mr. Bliss:

Mr. Edison advised me yesterday that you were waiting for certain perts from factory machine shop for rectifiers, controllers and business phonograph motors and that on account of this, work on the completed machines was being delayed.

The property of the controllers was being delayed. The controllers was being delayed. The controllers was being delayed. The controllers was being delayed and these perts were coming through and finished parts approved of by yourself or hr. Langley; therefore, in order to ascortain the cause of delay on such parts as you chair you are waiting for, I wish you would send no regularly can be used to be got running smoothly a layed on the machine can be used to be a such that the machine shows the property of the mothing chair you would send no regularly count of not being furnished are helding up the completed product in the Electrical Dept.

5/7/12.

Copy to Mr. Edyson.

MAPL

Mr. Weber:

the old mould making plant or a portion thereof, at least, for work on diamond points, but so far as I can aso no particular progress has been made in that states are not can also no particular progress has been made in that states are not considered by the states of the company of the states of the company of the control of the contr

5/10/12.

C.H.W.

Samerecker

My mon

TREPE".

ir. Hird:

Tosus manufacturing order for 200 Misson School Phonograph
Outfits as per modal and drawings furnished by Engineering Dept. 
and the second of the consistency of the second control of the consistency of the second control of the consistency of the second control of the sec

publish eavorthaling matter and literature should be gotten out to this outlit, and should be compiled and arranged by in: You, with the oc-operation of Hears. Bolbeer and Hechesnoy. Of the 200 machines to be manufactured, 12 may be just through by bead and completed at the earliest post manufactured and the they may be used for demonstrating purposes in advance of the completion may be used for demonstrating purposes in advance of the completion

of the balance of the order.

5/10/12.

C.H.W.

Copies to Mesars. Edigon: Dyer: Weber: Dolbeer: Ives: HeChesney: Maxwell: Goodwin: Stovens: W.Hiller: Mokert: Brown: Redfearn: Walser: Wetzel: Youmans: Ireton.

Policy-

MAY 1 1 1912

1st WE care nothing for the reputation of the artist surger or instrumentation. Except in a few rance instances where the person has colabbished an ungue - worlded position

2= Aff that we decore in that the voice shall be as perfect as possible free of conspicuous trumals clear united transport ranged sustained notes, free of subsidering Afaloc waves on these wates, Simpore who can suctain their pilch so as to be used in concented work, who have sufficient auxitories to precluce mother not whose waterness to precluce method a not warp mechanical torus Dingers whose volume changes are violent + iffy indeed, so it makes it difficult to record one not wanted

35. When good voices are found to contract 1 or 2 years with the potion to extend, your a regular aclony for a delimined and known portion of their daily time Taking in view their other Engagements.

4: To discover these good voices that we can Guild up a Goody of good singers Plansers Banton Tenors of Cornegoral gemale voices be ver som hour or other for any Jemale time a Concert any time or part of the opera. The appearance of the Countries make Trials of voices of singing schools facul offerse houses at singing schools facul offerse houses at the substitute of the appearance of th

+ to keep this hunt up constantly -

b = OM tunes which are to tre used on the phonograph, except the losal topical songs which are flecting are to be entered in the tune 600h, such tune to be rated acto its decountifily irnone others used

To Where arilate one engaged to execute a definite number of process they are to subjust their repetrorise or we must judge that the tuner we want if we scannat fund enough in their Repetrorise then we seekend our dist of tunes to one if any of these soon be executed by the aritist of not word on not want him or her

8- any new time that is pushioned which is melodians of which seems to have merit Europh or is of seech a character that gives a presence of outland popularity over 8 a long period should be sent to arranger to be judged to see if worthy to be put in The time beech

9= No engagements of any kind with the entered atto with a cital colors was has not been sent to Orange of mages,

10 = It is not our intention to feature artists or sell the record by using the artists name we chall use no artists names except in few instances we entend to rely entirely upon the tune of the lyle quality of the verses that on names of the centure.

11- With a regular corps of sungers we will the exacted to rehere, change the voices and style of accompanyments and make coverel who the them the supplicates of the time + thus accept the most perfect into

It a comple of the best types of of the time as smooth of an or seal To bronge of western made, from these the most sedes (a done on many Com the solical of the will not affect to making these three mosters providing we can get higher gualdy of transfer.

Mr Edison:
All is the record
draft of ad! in accordance with

your suggestions.

15 hay 1912

Edison's Supreme Effort in the Recording and Reproducing of Sound is Crowned with Magnificent Success.

Vfiz

HIS LATEST AND GREATEST TRIUMPH THE EDISON DISC PHONOGRAPH On Sale September 15th, 1912.

It is not improbable that the Edison Disc Phonograph marks the final limit of human schievement in recording and reproducing sound. It is the splendid culmination of hirty-five years of research and experimentation by Chomus J. Edison, the inventor of the first phonograph and one of the world's greatest authorit on acoustics.

Ever since his original invention of the phonograph, Edison - grimly scornful of others' bombastic claims and calmly indifferent to opportunities of commercial exploitation - has continued, with characteristic patience and tenacity of purpose, to seek the solution of those baffling problems of accustics, which have, until now, stood in the way of a perfect record and a perfect reproduction of sound.

# AT LAST! THE PERFECT REPRODUCTION OF THE WORLD'S GREATEST MUSIC.

At last it is possible to really interpret the great masterpieces of music on the phonograph - to reproduce delicate overtones that have heretofore been lost in sound reproduction to encompass the most magnificent symphonice - to truly portray the gifts of the greatest virtuosi - to do full justice to the noblest themes of the greatest composers.

At last the phonograph is greater than symphony concert, chamber music salon-or grand opera performance, for the Baison Disc Phonograph can create in the American home a more intense musical atmosphere and a desper musical culture than could be derived - short of many years - from attendance upon the operas and concerts of the world's great musical centers.

Most of the people, who listen to the operas and the symphonics, love music or they would not listen, but few understand or fully appreciate. It is one thing to admire a beautiful flower; it is another to both admire and truly comprehend its beauties. One must study and understand classic music to feel to the fullest the deep appreciation that it deserves. There are two ways to acquire this appreciating sense; by years of conservatory study or by listening to the frequent repetition of the music. You do not get the necessary repetition at the opera or concert, unless you are a faithful attendant for

many successive years. But if you own an Edison Disc Phonograph you can, within a very brief space of time, familiarize yourself with the greature works of the great composers. You learn to identify and trace the development of the composer's motif.

You learn to recognize his style, the effects he seeks and his methods of achieving them. You learn to know him and his works, and with that knowledge comes an abiding reverence for his genius. The Edison Disc Phonograph makes all this possible because it with truly interprets music and does not mar and distort by an incomplete reproduction of the recorded sound waves, and the introduction of the distracting mechanical sounds or noises peculiar to lateral attractors. Mr. phison will furnish written crytiques or leytures by a well known musical authority to accompany the selections that require the commentary of a musical critic.

# EDISON THE ORIGINAL INVENTOR OF THE DISC PHONOGRAPH

In 1878 - the year following his invention of the cylinder phonograph - thomas to Edison designed and patented a disc phonograph, but he has steafastly refused to permit an Edison Disc Phonograph to be offered to the public until he could accomplish four things.

First: Successfully impart sweetness and naturalness of tone to disc records and avoid the tone distortion which gives the cold, metallic machine-like effect to the reproduction.

Second: Record and reproduce the exact character and quality of the original.

Third: Bradicate the scratchy sounds that have been the subject of so much criticism in disc records and which render inaudible the fine overtones that alone give tone quality to music.

Fourth: Do away with the constant changing of needles.

HE HAS ACCOMPLISHED ALL OF THIS - AND VASTLY MORE

## THE REPRODUCER

The reproducer is the voice of the phonograph. The reproducer that Wr. Edison has designed for the Edison Disc Phonograph is the result of many thousand experiments made by him personally within the past five years. Just as shape, material and finish contribute to the perfection of a Stradivarius violin, so do the contour, texture and formation of the disphragm of a phonograph reproducer contribute to the tone qualities of a phonograph.

Mr. Edison's experiments have resulted in savoice for the phonograph-which brings out the infinitesmal waves that produce the overtones of quality by which we distinguish one instrument from another - a voice of liquid and mellow tone, of wide range, and incomparable sweetness.

#### THE DIAMOND STYLUS

He has equipped each reproducer with a diamond reproducing point, which is impervious to wear. On the Edison Disc Phonograph there is no wear of needles to distort the reproduction. There are no worm-out needles to be replaced. The reproduction is constant and uniform in its perfection.

#### THE MOTOR

The motor designed by Mr. Edison for the Edison
Disc Phonograph is many times more accurate and costly
than any heretofore used in disc machines. A serious
defect in other disc machines, particularly after a period of
use, has been that the motors were too weak to properly
control the pitch, with the result that the attempted reproduction of music in many cases fell little short of sheer distortion.

#### THE RECORD

Long ago Mr. Edison rejected the so-called lateral cut method of recording sound because the sound waves thus recorded would - for perfect reproduction - require conditions that are scientifically and mechanically impossible.

Therefore, the record for the Edison Disc Phonograph employs the up and down method of recording. A preponderance of other disc records continue to be made by the lateral cut method,

because of the greater case of manufacture. If, through a microscope, you will observe the track made by a reproducing needle on a "lateral out" record, you will need no further explanation of Mr. Edison's rejection of that method of recording.

The Edison Disc Record is capable of recording 50% more music than other records of the same size, thus making it possible to record many beautiful symphony movements and operatic selection stand have never been reproduced on the whomograph.

The material used in this record is the result of an almost unbelievable number of experiments, for Mr. Edison realized that the record substance was a matter of immense importance. At last he found the right material. It is a chemical compound of exceeding density and extreme hardness. It is several times harder that the material used in any other disc record, but as her result of Mr. Edison's exhaustive experiments, the "scratch" peculiar to other disc records has been eliminated.

Owing to the unusual character of this material every record indentation - no matter how minute - will retain its original form and will not become effaced or distorted by use. Many of the eccentric and discordant sounds that proceed from other disc records are due to the wear or obliteration of the sound were indentations.

## OVERTONES

One of the reasons why other talking machines or phonographs do not give a real interpretation of music is. that, in addition to their inability to record and reproduce the fundamental tones without distortion, they are incapable of reproducing more than one or two of the tone colors or overtones. Nor do they usually give more than a faint and intermittent suggestion of the one or two overtones which they are supposed to reproduce. And furthermore, these, being so weakly produced, are in many cases rendered inaudible by the scratchy sounds common to other disc records. The special material used in the Edison Disc Phenograph, combined with the Edison method of recording and reproducing, gives a complete and perfect reproduction of the overtones of voice and instrument, without which the tone quality of the original cannot be duplicated. There is as great a difference between the two kinds of reproduction as the the between a silhouette and a perfectly photographed and perfectly developed portrait - more difference in fact, for the tone color is faithfully portrayed by an Edison record while adequate color reproduction is as yet lacking in photography.

It is worthy of comment that the Edison Phonograph opens up entirely new fields of music to the phonograph - smong others, that of Chamber Music, which heretotore could not be successfully reproduced on disc records but is beautifully interpreted by the Edison Disc Records.

#### RECORDING

To make the phonograph a real interpreter of music there were many accustical problems to be solved. While others, busy with the commercial exploitation of their instruments, ignored these problems, Mr. Edison worked eighteen hours a day to find a solution of them. He has succeeded. He has found that many accepted accustical theories are false. He has discovered new principles of accustics. He has revolutionised the methods of phonograph recording in his own recording laboratory. All of his new discoveries are being embodied in the making of all records for all Edison Phonographs. No other phonograph reports embody those discoveries.

#### GENERAL CONSTRUCTION

Laboratory standards. Richly finished cabinets. Numerous refinements of construction, such as the jointless sound amplifier and the automatic stop which causes the instrument to cease playing when a record is finished. No necessity for and accordingly no unsightly doors.

#### COMPARISONS

This is an advertisement. Most advertisements are laudatory. This one is no exception. We have tried to impress upon you how wonderful a musical instrument this

new Edison invention is, but no words, however extravagent in their praise, could do full justice to the marvelous tone qualities of Edison's masterpiece.

Therefore, we ask you to compare it with other sound reproducing instruments. We ask you to listen to any song on any other disc phonograph and then hear it on the Edison Disc Phonograph. When you have done so, we think you will agree with us that descriptive words fall far short of doing justice to this magnificent creation of Edison's genius, patience and devotion to an ideal.

Three Models: \$250, \$200 and \$150 respectively.

(40 pc piece

Mr. Wetzel:

The Laboratory will send down to Mr. Schall this afternoon six metal cabinets for small disc machine. These cabinets are to be finished up as follows:

l mahogany piano finish
1 m dull m
1 golden osk polished finish
1 m dull m
1 weathered ook
1 white enamel.

Laboratory will send Mr. Wotzel shop order to cover this work. These cabinets are to be finished up at the earliest possible moment and sent back to the Laboratory.

5/28/12. C.H.W. Copies to Messrs. Editon: Weber: Schall.

Born On a mark of Asro

PHONESI OFFICE, Mary 2424 II

MEADOWE GRONTSTROM, D. D. S.

Mr. Thos. A. Edison,

Orange, N. J.

My Dear Sir:--

grand recording blo at each fully Laker of Alfarka

I am an orthodontic specialist and my work deals with transformations of the oral cavity and contiguous parts, and in a number of cases treated I have noticed a change in enunciation, which I believe was brought about by a greater command of the tongue, lips, etc. By the assistance of your agents here I have made a few phonographic records, but which do not meet with my entire satisfaction for lack of a clear and distinct reproduction. I would like to have your assistance and any advice from you will be highly appreciated. It seems to me that some means of intensifying the sounds so as to bring out their every variation would be of assistance.

Wish you would keep this in strict confidence as it will take sometime for me to obtain the desired results, the which I would be very pleased to send you.

Thanking you in advance for any consideration you may give this letter. I am

Yours most respectfully

le O Engstron,

Rms. 206-7 Hagelstein Bldg.

payment on

## GENERAL INFORMATION

The list below shows the total Records of various classes and kinds taken from a new complete catalogue issued by the Victor Talking Machine Commony under date of May 1912:

pany under date of May 1912:	
TEN INCH SINGLE	FACE
English 525	
Hawaiian 54	
Portugese 250	
Purple Label 69	
Korean 64	
Total TER INCH SINGLE FACE	1493
TWELVE INCH SIN	GLE FACE
English 318	
Parturage 32	
Purnle Inhel 70	
Red Seal 752	
Japanese 16	•
Total TWELVE INCH SINGLE PA	Œ 1184
•	
TRH INCH DOUBLE	
English 821	
Bohemien 58	
Hanran	
Finnish German 39	
French 15	
Spanish 380	
Politah 2.	
Mayton	
Franch 6.	
Arabian	
Turkish 20	
Swedish 16	
apanese	
Greek 4:	
WIRGELIANOOMS	
Total TRU INCH DOUBLE FACE	2331
THE THE THE DOUB	LE FACE
TWELVE INCH DOUB	ar salar

0291.

otal TWELVE INCH DOUBLE FACE

292

GRAND TOTAL

5400

#### Mr. Wobor:

I am sonding you herewith sample drawer for disc records showing how partitions should be arranged to accommodate the recordsthis sample having been getten up by in. Edison and approved of by the different people interested.

As the record drawers are wider than absolutely meassary or at the too or twolve inch records, it some to me the contest way to arrange and the too of the contest way to arrange fractional to in both aides instead of attempting to slot out the drawers at season of the contest way for a real ready assembled. On now drawers being built the sides should, of course, be properly slotted before being sussembled.

6/8/12.

C-H-W-Copy to Mr. Edigon

Envo-Arian

Mosers. Aiken: McChesney: Hird:

Referring to the method of numbering double face disc records, it has been decided that instead of using in commection with the number the letters "A" and "B" to designate the two different selections that we will simply has the number, leaving the letter off-for example, if the selections "B'vening Star" and "II Travstore" were to go on one double face record and the number given for the record was to be 8056, this single number is to appear on the edge of the record and on each label on the 2 faces of the record instead of 8056-A to indicate "Evening Star" and 8056-B to indicate "II Travstore." This single number without letters is also to be followed out in our catalogues and on record boxes.

6/8/12. / C.H.W.

Copies to Messrs. Edison: Goodwin: Dolbeer: Ireton: Stevens: Wurth.

Olono pin)

# AMERICAN IMPORT

Ing. HUGO ALTSCHUL, PRACUE KOMLARKTI. PRACUE KOMLARTI. PRA

Gentlemen.

I herewith take liberty to call your attention to an important invention which night prove to be of interest to your esteemed concern.

WE PERFECTED & GLASS GRAMOPHONE DISC

which is a farreching improvement

over the composition disc now in use.

Everybody who had chance to hear our GLASS GRAMOPHONE DISGS play, is surprised about the beautiful pure soft noiseless sounds produced. This invention is patented in almost every country and we are prepared to negotiate with regard to selling patent and manufacturingrights for the United States and Colonies, or if desired patent and manufacturingrights for all countries to one concern.

We do not send out our sample discs for trial purposes, but are prepared for personal interview either here or eventually in America if desired. The latter of course on your account. If you have a representative in Europe let him come, to hear our GLASS DISCS play. At Mr.EDISON'S last stay in PRAGUE, BOHEMIA the inventor of the GLASS DISCS had chance to see Mr.EDISON and-ms the time was a too limited one- was advised to send in directly description and proposition.

# AMERICAN IMPORT

Ing. HUGO ALTSCHUL,
PRAGUE, KOHLMARKT I.

DHERVESE
VERTRIEB PATENTIERTER KUUHEITEN
KONTO HEI DER K. K. PRIV.
LINDERGARKO.

TEEPON N.

PRAG, den......191......

II.

Enclosed please find description and I shall be pleased to give full information if desired about all points in question. The great interest shown from everywhere makes quick action a necessity in case you care to take this matter up. Cableaddress a AMERICAN IMPORT PRAGUE KOHLMARKT 1 BOHEMIA.

Hoping to be favored with an early reply

Iam

very truly yours.

4

## [ATTACHMENT/ENCLOSURE]

Translation from German

Made by O.L.

TAIKING DISCS OF GLASS.

H. J. Parageral

The technical possibility of making TAIXING DISCS of GLASS is to-day a fact proven by experiments, of far-reaching importance, for:

1) the glass discs can be manufactured cheaper than shellac discs, because shellac costs on an average four times as much as glass. (The cost of manufacturing a 25 cm glass disc amounts to 15 pfennings or less).

- 2) The glass discs are harder and therefore more durable than the sound discs used heretofore. The pin cannot do any damage to the glass sound grooves, it can even be rightly claimed that the latter are indestructible as to frequent pure reproduction of the sounds. Playing off the glass discs with specially large and heavy sound boxes, as for instance pressed air sound boxes, likewise does not do them any harm.
- 3) The structure of the glass is homogenous by nature. Because its glass of the pin is smooth and hard the glass disc, provided that the position wards the horizontal plane is about 15 degrees, reproduces the sounds clearly without any noise accompanying.
- 4) The glass, being hard, homogenous and smooth, cannot be affected by the pin, and it has even been shown that the petty blunting of the pin caused by the playing has a favorable influence on the percoduction of the disc, as only in this case the steel pin perfectly presses close to the sound grooves. At least 50% of the pins, therefore, can be saved, without

## [ATTACHMENT/ENCLOSURE]

having to be afraid the quality of the disc suffers thereby.  $\bigwedge^{\uparrow}$ 

purposes.

- 5) The shellar discs break very easily, whereas the glass discs are durable.
- 6) The glass discs are not influenced by any change in the temperature, which cannot be said of the ordinary discs, and they are excellently suitable for the EXPORT into TROPICAL AND OTHER CLIMATES.
  7) The glass discs may be fancily designed in different colors and, on their account of time, being of course transparent and cheaper and more durable than shellac discs, they may very conveniently be used for advertising

American Import

Hugo Altschul, Engineer,

Kohlmarkt 1,

Prague.

### [ATTACHMENT/ENCLOSURE]

51275

SPRECHPLATTEN aus GLAS.

Die technische Möglichkeit SPRECHPLATIEN aus GLAS herzustellen, ist heute eine experimentell hereits erwiesene Tatsache von weitreichender Bedeutung, denn :

- Die Giasplatten k\u00e4nnen billiger hergestellt werden, als Schelaarphatten, dem Schellack kostet durchachnttlich 4 mal no viel als Glas, / Erzegungspreis einer 25cm Glasplatte betr\u00e4gt beensten 15 Ffennig.
- 2. Die Glasplatten sind hävter und denvegen dauerhafter als die bisherigen Schallplatten. Den Glas-Schalfurenen kann die Hadel keinen Schaden zufügen, ja man kunn mit Recht behaupten, dass sie is Bezug auf vielfache, reine Wiedergebe der Zöne unverwütztlich sind. Auch das Abspielen der Gasplutten mit Deusonders prosenten der Greenlaftschalden, schadet ihnen nicht im gerlinsten.
- 3. Die Structur des Glasses ist von Natur aun honogen. Weil das Glas dazu glatt und hart ist, reproduciert die Glasplatte, natürlich bei einer Stellung der Nadel von es 15 Grad gegen die Horizontal-Ebene, die Töne rein ohne Nebengoräusch.
- 4. Da des Glas hart, homogen und glatt ist, kann es von der Hadel nicht angegriften werden und es hat zien sogar gezeigt, dans die kleine, durch das Spielen hervorgerufene Abstungfung der Hadel die Wiedergne der Platte günstig besirfund und schnießen. Man kann darum sindestens 50% der Nadeln orsparen, ohne befürchten zu müssen, dass die Qualität der Platte hierdurch abningt.
- 5. Die Schellackplatten brechen sehr leicht, wogegen die Glasplatten dauerhaft sind.
- Die Glasplatten vertragen ohne Schaden, im Gegensatze zu den gewöhnlichen Platten, jedo Temperatureinflüsse und eignen sich vorzüglich zus äfforf im FROPISCHE und ANDERE KLIMAZE.
- 7. Die Glasplatten lassen sich geschandwoll in veredhiedenen Farbennungen durchführen und können, weil sie natühlich auch durchsichtig, billiger und dauerhafter sind als Schellackplatten, aussevordentlich leicht für Reclamezweck erwendet werden.

ING. HUGO ALTSCHUL PRAG, KONKANARKIN,

NAEgw

### TELEGRAM --- 6/25/12 --- PAID.

Mr. Nelson C. Durand, Second Vice President, Thomas A. Ráison, Inc., C/o Hotel Frontenso, Quebec, Que., Canada.

Merit wine again.
Conservative Equitable Life
Assurance Society just ordered
twenty five Edison Machines.

THOMAS A. EDISON, INC.

Copy for Mr. Edicon.

Bero- Dire

## Mesors. Maxwell: McChesney: Dolbeer: Goodwin: Stevens: Ireton: Berggren: Redfoarn: Philips:

Supplementing my memo. of the 29th, please note the following list prices and discounts on disc phonographs mounted in special cabinets:

	LIST	JOBBERS	DEALERS
MODEL	275.00	50	35
A 275 Shoraton inlaid plain	290.00	50	35
H 250	375.00	27-1/2	25
A 375 Louis 15, mahogany cabinet		37-1/2	25
A 425 " 15, circass. Wal. "	425.00	37-1/2	25
A 400 " 16, mahogany cabinet	400.00		
A 450 " 16, Circass. Wal. "	450.00	37-1/2	25

7/2/12/

C. H. W.

Copies to Mossrs. Edison: Dyor.

YEHDAG DA

# SAMPLES OF HEG DISC RECORDS FOR APPROVAL OF RECORD COMMITTEE

(Accepted by Mr. Edison as to time, execution and accompanisent ---

```
S-2 "Monon Lescaut"-Eclat de rive X
                                                                          Korsoff
              Liuda di Chamoumix Ambro Nati, etc.
                                                                          Polise
 /987
         8-1
                                                                          Enote
         S-1 Standohon von R. Strauss
   731
             Siciliance di Pergolese X
                                                                          Labia
  863
         9-1
              "Pagliacci"-Ballatella
                                                                          Labia
         8-1
   864
                                                                          Labia
   719
              Mattinata
                                                                          Labia
  725
         8-2
              "La Bohemo"-Mi chismo Himi
             "La Tosca"-Vissi D'Arte, etc.
                                                                          Labia
   720
         8-2
                                                                          Snauldine
              Souvenir of Moscow X
   893
                                                                          Spaulding
              Bando Capriccioso
   -285
                                                                          Spaulding
   818
              Der Goigem meister von Cremonaux
 848
               "Die Meistersinger"-Prize Song X
                                                                          Spaulding
                                                                          Grupps
         8-2
   999
              Berceuse 🗴
                                                                          Gruppa
         8-1
  1022
              Traumerie
  1023
         8-1
              Simple Aveu
                                                                          Gruppa
         S-2 "Tannhauser"—The Evening Star
S-1 Polonaise Brilliante in D
  1021
                                                                          Parlow
 1016
                                                                          Con. Band
   939
         8-1
              Whispering Flowers
                                                                          Von. Trio
 1027
              Dear Heart
616
              Love's Old Sweet Song
              Memories of Home
  ~ 682
  1029
         8–1
8∸1
              Mozakowski s Serenade
                                                      Zylophone
                                                                         Daab
 052
              The Mocking Bird
The Pairest Rose Waltz
                                                                         Dorn
 1026
                                                                         Narielle
   161
              Bonnie Sweet Bessie
                                                                         Vecsey's Orch.
              Heart Strings Waltz
  931
         S-1
S-2
                                                                         Chalmors
 832
              Heart Bowed Down
 997
              In Happy Homents
Ever of Thee
                                                                   Spencer & T. Chalmers
       8-2
X8-3
 -996
                                                                 Hindermyer & D. Chalmers
  1020
              Larboard Waton
                                                                   Kimball & Anthony
   812
         8-3
8-3
              Miserere ____
                                                                         Spencer
              Hoppy Days
   836
                                                                         Am. Orch.
   937
 977
         8-1
              Foresetta Tarantella
   966
               Semiramido Overture
              Ballet Music-Fanst, Parts 1 & 2
Sweet Genevieve X
  1065
                                                                         Hackett & Chorus
  985 × 8-2
                                                       M 54 Instl./Quart.
               Flower Song
 1053
              The Bloom is on the Rye
  1052
                                                   graning the collins
  1060
         8-1
              Below Mason Dixon Line X
Moonlight in Jungleland X
 /1055
                                                                         Collins & Harlan
                                                  1021. 200 12 grayes
 /1061
  1054
              Mesmerizing Mondelschn Tune
                                                  torg was lif Parks, Van Brunt & Oho.
              The Two Poets
              My Lady Lou
No One to Love X
1038
                                                  608 D'e Comme
1001
                                                                         Mixed Quart.
                                                                         Ed. St. Opera
              Anvil Chorus
   699
                                           864 Robia,
                                                                         Vecsey's Orc
   951
         8-1
                                                                         Molis
         S-1 Louten degli cochi
S-1 Old Folks at Home X
  /969
                                                                         C. Miller
              Sola Perdeta
                                                             Ackte
                                                                         ackti
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XE4290

612 S-2 569 858 S-1 1035 S-1

Still wie die Macht Darling Hellie Grey Stabat Mater Massa's in the Cold, Cold Ground

Cisneros Met. Quart. Kimball & Cherus Met. Quart

Thusic	Secre		0 1911	
		July	9,1110	
	Jest 1.	July eeo.ds.made selection	2 4 phipped	
NAME OF SINGER	CLASS	SELECTION	MASTERS	
Minn Ethel Dancy	Contralto.	Rose in the Bud	& Scale. 8	
Hipp Emilia Corsi.	Soprano.	O Patria Hia	& Scale. 3	
Mr. Churles Roff.	Baritono.	Dreke goon Woot.	& Soule. 2	
Hiss Hilds Cragg-James.	Contralto.	Rose in the Bud	& Scale. 2	
Hims Ethol Villiano	Soprano.	Dearcot Heart.	& Soule. Z	
Nine Mary Williams	Contralto	The Rosery	& Soule. S	
Mr. Berwick Cawley	Baritone.	Love could I only	tell thee. & Scale. 2	
Carlo Albani.	Tenor.	O mato oril. Will	iam Toll. & Scale. 2	

#5204 Metropolitan Tower,

New York, July 11, 1912

Mr. Thomas A. Edison, Laboratories, Orange, N. J.

Dear Sir: -

Having been informed by a friend of mine that the Edison Phonograph Co. expects to menufacture so called disor behavior flat records, the thought control of the control of

If it would be possible to manufacture a record of this kind, I would be very glad to hear from you, and if you wish it, call and see you and give you a few more details in relation to this idea of mine.

Yours very truly,

P.S. The enclosed rough drawing will give another detail of my idea.

Mr. Hird:

Issue manufacturing orders immediately for the following:

### DISC CABINETS ONLY

450 Louis 16th Circassian Welnut
400 " " Maharam 25 model 300 direassian Walnut -- manufacture these over from the

- " Mahogany 15th Circassian Walnut 50 50 400 425
- Mahogany 50 375
- 290 Sheraton marquetry inlaid 275 " plain " 50

20,000 A-60 mechanisms complete including reproducers 2,000 A-60 metal cabinets—finishes to be decided later

5,000 Cylinder diamond A reproducers for machines to be ordered 50,000 " " B " later and for extras.

REFRODUCER ARMS TO CHANGE OVER MACHINES NOW IN USE SO THEY CAN TAKE TIM DIAMOND REPRODUCERS.

2,500 Gem reproducer arms 2,500 Fireside reproducer arms 10,000 Standard reproducer arms.

Work on all of this apparatus should be started immediately and rushed all possible with the view of having it all completed by October 1st.

7/18/12.

C.H.W.

Copies to Messrs. Edison: Dyer: Dolbeer: Weber: Wetzel.

### CALLERS AT NEW YORK OFFICE.

August, 1, 1912.

Weisman, Mr. - and Friend.

Brancone, Jos. - Caruso Phono. Co., New York.

Hansen, H. - Metuchen, N. J. {
Sent by Blackman.

Martinsen, Mr. Angevine, A. J. - South Norwalk, Donn.

Krelschman, R. C. - Philadelphia, Pa. {
Hanns, J. Menzell, S. S.

August 2, 1912.

Ramus, Dr. Carl, - U. S. Health & Marine Hospital Service.

Glover, Mr. - Plainfield, N. J.

Thompson, W. B. - Thompson Music Co., Port Richmond, S. I.

Rantl, Mr. - of L. Chavalier, Brooklyn, N. Y.

Fisher, Mr. - and Friend, Harrison Moore Co., Woonsocket, R. I.

Zabriekie, H. B. - Ridgewood, N. J.

Allen, E. C. - Multiphone Operating Co., Philadelphia, Pa.

Phones Dies

Mr. Hird:

Issue manufacturing order for 5,000 Amberola V consealed horn cylinder machines to be listed at about \$75,00, and 10,000 Amberola VI concealed horn cylinder machines to be listed at about \$50,00. Work on these should be pushed with a riew of haring them ready for shipment with other new goods about Oct. let, and 100 of each should be put through at the earliest possible moment to be used as samples to send to jobbors.

8/8/12.

8/8/12.

6.

Copies to Messrs. Dyer: Edison: Wober: Wetzel: Dolbeer: Goodwin.

Walter Weller

Jendoor of tracked

Attention blank

Mr. Dyer:-

In looking up the correspondence regarding the trade mark OPERA, I find that we first called the matter to the attention of the U. S. Phonograph Co. on February 28, 1912 notifying them of our use of the mark and requesting that they consider the advisability of making a change. They referred the matter to Mr. Fay and on March 5th Mr. Fay wrote asking whether we had registered the word and whether our use had been exclusive. We replied on March 8th that the word had been adopted as a trade mark on September 7, 1911 and in use since Hovember 24, 1911, that such use had been exclusive and that an application for registration had been filed. Mr. Fay replied on march 30th to the effect that his investigation indicated that the U. S. Company had a prior right to use the word and recommending to our consideration that our Company should drop the use of the trade mark. We replied on April 4th asking for further information as to their prior use of the word and he replied on April 12th that he was not prepared to state what was the earliest use, but that it had been extensively used prior to the dates set up in our letter of March 8th and that he understands the mark has been used practically since the organization of the U.S. Company, also advising that an application for registration had been filed . This is all of the correspondence.

The interference was declared on June 4th and the testimony of the U. S. Company is to be closed by September 4, 1912, they having informally advised us that they had expécted to proceed during the week beginning August 26th.

Phon - Legal

PRESIDENT'S OFFICE Memorandum

2147B

Mr. Edison:

An Interference has been declared in the Fatent
Offfice between ourselves and the United States Phonograph
Co. involving the ownership of the trademark "Ouera" as
applied to phonographs.

We have used the trademark continuously since November, 1911, and they claim to have used it since some time in 1909.

From about 1901 to 1907 we used the word "Onere" as a code word for a particular type of phonograph, and in our catalogues this muchine was referred to as the "Onera" thomograph.

It is questionable, however, whether our use of the name could be considered a trademark use, and it is also probable that we abandoned the name by discintinuing this particular machine from our catalogues.

It seems very probable to me that on the merits the United States Co. are ahead of us and that if the Interference is contested they will prevail. Under these circumstances it seems to me that the best thing to do is to change the name of the machine, which can be done in the next edition of our catalogues, instead of going to a lot of expense in making a contest on an unimportant issue.

Would you have any objection to changing the name to "Concert"? I make this suggestion because we already have registered this word as a trademark for phonographs,

### Mr. Edison- 2:

and the old Concert machines have been so long off the market that I do not think there would be any confusion in the minds of the trade. Purthermore, "Opera" and "Concert" are quite similar words.

FLD/IWW F. L. D.

pr

MELZER BROS.



Dear Mr. Edison Referring to any letter of april 10th and your reply of the 15th, wish to say work that I tested my new cylinder compositions by moulding and making records on the "Triamph" machine you kindly such me for 8 years ago. I was never able to make a satisfactory record on that machine probably The fauth lies in an unsuitable diaphrague (it's mica and apparently too stiff) however, I can tell that I have not yet conquered our untual enemy, Mr. Scratch May be his place of business is not located in the cylinder, may be its in the recorder, but them again, records made with the same recorder on different cylinders, are not alike scratchy; some are more so and some less, which would bound to a difference in quality of the material. and I wrice too that records become more scratchy with aga, which I believe indicates crystallization a form of decomposition - dissolution into the in divisible elements. I am not done yet with that scratchless extender problem. Have woth been able either to fint a 6" cylinder spring motor graphophone, my electrically driver graphophone,

and also counced a shouggraph motor that I have, with my "Drimph" phonograph. I down like the spring austor on account of its occasional jerks and grants, which Shake the house and second to be due to some defection action of the coiled springs. I have consutted several of our electricians about ranning the motors direct from the light fisheres in the house, but they say it can not be done. My not? My storage batteries are in a bad way; had our giacs put in one at an expense of 10. and got I hours work out of it. Then it was dead and I was disgusted Jook a look at the blamed thing a week aga and found the hard rubber case, cracked Our storage battery buffer is builting a new one for we right wor , which way do better. Have talked with one of our phonograph dealers about fitting up one of any machines with attachment for blaying the "Ruberol" records but he could not give me all the information I wanted I would like to fitup either the "Triumph" or my "Concert" (5" dia. cylindred) showograph for playing the "amberol" and also the standar records of which latter I have more than love including 50 or les grant Concerts ( stantart) and about 100 5" dia. Concerts, also want reproducer and a recorder of best type with extra diaphrams for recording tuinute records on Shautart size extinters. Can you equip me in good shape with all this attitional phonographic paraphernalia ? the including a first Class storage battery? How wuch? Nouth also want about low auberal Concert records to start

with but there I could get of the dealer here, where you will but me on your dealers list the and give me the trade discount; or your can give them to me absolutely, if you prefer. How is your large type phonograph coming along, and the Edison Gramaphone ? I was bained to learn thek you had decided to go into the fie-plate-phonograph business. I would awar go back on the extinter. I have still my 13 + 26 inch cylinders, but have no machine to run them on. Will start on my phono- vita serpe soon as I get that scratchless cylinder down beh Viny sincerely yours A. Melzen

Mossrs. Wetzel: Hird: Rubino: Schall: May: Ellis: Morris: Brooks:

### Waterman:

We desire the following phonographs for exhabition purposes at the Boston Electricia Bloom and shipment of case go over this list very carefully and report to no the date on which you can complete your part of the work necessary for those machines. I must keep this intervention within the next three three cases are the properties of the continuous completes your part of the work necessary for these machines. I must keep this information within the next three days.

1 1 White Framel

### DISC MACHINES

3 A-60	) 1 Hahogany ) 1 Goldon Calc
3 A-75	) 1 Mahogany ) 1 Wonthorod Cak ) 1 Goldon Cak
3 A-100	) 1 Mahogany ) 1 Wonthored Cok ) 1 Goldon Cok
3 A-150	) 1 Mahogany ) 1 Fumed Cak ) 1 Goldon Cak
2 A-200	) 1 Mahogany ) 1 Goldon Cak
1 A-250 1 A-300 1 A-275 1 A-290 1 A-275 1 A-425 1 A-450	Kahogany Circassion Walnut Shoraton - plain Shoraton - marquetry Kahogany Circassian Walnut Circassian Walnut

### CYLINDER MACHINES

- )1 Sahogany piano 2 Amberolas 1 2 Amboroles 111 ) 1 Hahogany piano ) 1 Goldon Cak
- ) 1 Mahogany piano ) 1 Goldon Cak 2 Amborolas V
- 2 Amberolas **71** ) 1 Mahogony piano ) 1 Goldon Cak 2 Concert (Opers) 1 Mahogony piano ) 1 Goldon Cak
- 2 School outfits

8/27/12. Chesisto Muser Dyer Wefer & alfan

Bhoro

Hessrs. Weber, Wetzel- Philips- Ireton- Youmans- Leeming- Dolbeer- MoChesney- Stevens- Goodwin- Maxwell- Hird- Berggren-Eckert- Brown: Redfearn:

Please note it has been decided to put out two additional types of Concealed Horn Cylinder Phonographs of designed submitted by Mr. Weber and approved of by Mr. Edison.

They will be known as "Amberola V", listing at §80, and "Amberola VI", listing at §60.

These are the two mechines for which manufacturing orders have already been issued for 5,000 and 10,000 respectively, and every effort must be made to get some of them out for shipment by October 1st.

It has also been decided to manufacture a indeal ASO
Disc Phonograph, which will consists of the same notor as in the
ASO and the ombinet which has been designed by Lr. Rubino and approved of by Hr. Raison. Manufacturing order will be issued or
5,000 of these machines.— 3500 to be in Mahagany cabinets and 1500
in Oak.

It has also been desided to manufacture a Model Al00 Disc machine, which will consist of the same nechmiten as in the A60 and a self-supporting ombinet designed by Mr. Malban and the approved of by Mr. Balban. As this machine will portuge after a consistency of them counting through, it has been countiered advisable not to encourse this machine with the others but to hold it back until the larger portion of the AL60 have been disposed of and we have accommisted a sufficient stock of the AL00 to meet first orders. Manufacturing orders will be issued for 5,000 of these machines and all the counties a sufficient stock of the AL00 to meet first orders. Manufacturing orders will be issued for 5,000 of these machines and the sufficient sort; pushed alead as rapidly as possible, without interfering, however, with the other types of machines which are to be gotten out these of this one.

If this memorandum is not thoroughly understood by all, please see me.

CHW/IWW

C. H. Wilson.

(Copies to Mr. Edison and Mr. Dyer)

Phra

Mr. Hird:

August 29, 1912.

Issue manufacturing orders for 5,000 Model AGO Disc Phonographs, as per smple and specifications furnished by Mr. Wobor and approved of by Mr. Edicon - 2500 to be mounted in Mahogany oblinets and 1500 in Osk.

Disc Phonographs, as por sample and specifications furnished by Mr. Weber and approved a type and the specifications furnished by Mr. Weber and approved a type and the specification of the specific and the specific and approved a type and the specific and the s

and Model Alo Back mechanism for filling the Model Alo and Model Alo Back machine orders will be practically, if not absolutely, the same as 70 rth Ado Duce, and as there are 20,000 of the Ado mechanisms on manufacturing order, these 6,000 should be taken therefrom.

OHW/IWW

C. H. Wilson.

(Copies to Messrs. Edison- Dyer- Weber- Wetzel)

poro

Who was the wife when we will be the wife with the wife wi

Messrs. Weber, Wetzel, Waterman, Hird, Rubino and Schaff.

Please note that for Salesmen's use,

we should have ready by September 15th at the latest, thirty (50)
Model "" Memond Point Reproducers, and within two weeks
thereafter 150 additional ones to be sent to Jobbers with
some of the Blue Amberol Records as samples. Work on these
Reproducers should be pushed night and day in order to get
them out by the date specified and earlier if possible.

If such a thing is possible, we must

also have for Salesmen's use by September 15th, thirty (30) each Amberola V. and Amberola VI. Honographs, and to be sent to Jobbers as samples by September 30th, 150 of both the Amberola V. and Amberola VI Machines.

с. н. ундеон.

Copies to Messrs. Eddson, Dyer, Dolbeer, June 1 reton, Goodwin.

0/5-

Lir. Weber:

He you are collecting copies of the wooldy likes Phonograph report and schedules sont you by in. Hird, you will have seen that for the total number of machines estimated as required to fill first crears, the needs A 50°C are practically findshed with the exception of testing and some of are packed, the total and the control of the con

It seems to be you should give your particular attention to the model A 60 machine all the way through to see if semething cannot be done to heaten its completion.

In addition to the disc machines shows mentioned I me as yet unable to obtain any satisfactory information concerning the almberols bit and 6th cyllinder machines, of which we will have to have qutte large quantities to fill initial orders. Won't you please look into these machines also.

I am aware that no disc records are yet ready and you may use this for an excuse for not mushing the machines, out I don't think you should do so. Let us got the machines ready end then extraordinary offerts can be put on the records when hr. Edison says they are all right.

9/4/12.

C.H.W.

Messrs. Edison: Hutchison:

I attach hereto copy of memo. I am sending to Mr. Bliss, relative to D. C. and A. C. motors for the Highamophone. It is quite important that we know immediately what motors are to be used so that no delay will take place in completing the 25 machines, the mechanical parts of which will be completed within the next month. 9/5/12.

Hr. Bliss:

Will you kindly advise me where the D.C. motor now in use on the Highamophone was purchased and if was decided to be the standard to be used on additional Highemophones operated by D.C., also if any decision has ever been arrived at as to what A.C. meters would be used for those machines and from whom they can be purchased. An early reply will oblige.

9/5/12.

C.H.W.

Copy to Mr. Edison Pho no

Mr. C. H. Wilson:

Sept. 5, 19(2)

In reference to your memorandum of the 4th excising the condition of the Model A-250, A-250, A-250 and A-250 and Relation as well as the Amberon regard to the A-50 modelnes, leadings of the Modelness of the Mod

As to reproducers, the formman of the Hickel Plating Dept, was instructed 2 weeks ago to noiced plate these reproducers, but I find now that the Drafting Dept, received instructions from Hr. Horper that the parts for the A-60 mechine should condised. Have not received any instructions in writing to that effect, but Hr. Pairweather took it for granted that we were to follow the instructions of tr. Harper in regard to this methad, and has, therefore, sent out instructions to that effect, I as trying to verify these instructions as soon as I get whold of Hr. Harper,

As far as paying particular attention to the A-60 machine, I can assure you that motime has been lost whatever as we started to work on these parts as soon as we received information and instructions to go ahead.

In reference to the Amberola V and VI, as soon as the models were tested out in the Laboratory and were approved, we ent on with the patterns and we just received the first sample casting for the top plates, but very little has been done on the took work for these machines for the reason that the Took Room has been pushing through the tools for the take-up for the Hoss P. K, machine and tooks for the A-SO and Diamond reproducers.

In regard to the work on the Diamond Reproducers for the Blue amberol Record, we are prepared to complete the cusp and as soon as they are received from Gray, and the tools or the smaller parts, edges for the spring, rubber gasket and diamond arm are completed, fine switch pines are being made in the Sorem mapt, and they are also beginning to turn out the clamping rings of the party of rings on hand for the Hodel of Reproduct with the exception that the outer face is knurled, which is:

The tools for drilling and finishing the Diamoni Arms are completed, we expect that within a day or two, we can deliver them to Traphagen from the Funch Freen Dept. So far we have made 900 diaphragas and work has been continuing steadily on them and within a few days we shall have the fixture for rounding the cocks, and there is nothing to top us from going ahead on these reproducers. Order has been placed for the corks and 1000 has just been received and we expect to receive an additional 2000 in a few days.

The diamond points we are now getting at the rate of 350 for a 10 hr. day. We do not anticipate any hold-up on the diamond situation, at any rate, we are punning this reproducer so as to be able to make shipment with the first shipment of Blue Amberol Records.

The situation on Hismaphenes in as follows: 2 machines completed; 28 more will be completed with a month; and 75 more I find we can complete by the early part of December, if we do not wait for tools, but continue working on the top plates and the other continue with temporary lintures are sufficiently in the continue with temporary in the continue working of the large many lintures are sufficiently in being made to complete the 100 machines by December First.

PW/BB

P. Weber

M.C. LEFFERTB. PARSON

THE CELLULOID COMPANY

EXECUTIVE OFFICES

30 to 36 Washington Place New York

footombor 5, 1912

Mr. Thomas A. Edison,

Orange, N. J.

My dear Mr. Edison:

Heferring to our conversation reductive curface of the phono. tubes, we are now carefully examining the tubes at different stages of the manufacture, sessening and shipping, to determine if possible at what point the surface scratching or marking occurs and to endeavor to find acthods of overcoming it.

We shall also polish more highly the inside of our "nozzlos" for forming the tubes, which are now only smooth finished, and see if that reduces any of the longitudinal scratches.

No particular care has been exercised in handling these tubes after making, as this point has mover been raised before and we did not recognize its desirability. As about 95 percent of the small lateral secrations are evidently due to handling by us or during shipping or possibly by you after receipt, more careful handling and packing will undealther when it is improvement.

As regards the suggested deleterious effect of strong scottene upon the surface of the "colluloid" tubes, we wish you would carry your investigations further and would be glad to know the results as according to our theories and our practice along the lines we are accoustomed to work, we think the advantages of a strong solvent outweighs the diendrentages.

PETON PLACE
REE
POTT CHAPTER CO

The particles of nitro-celluless and emphor in our compound are in such intimate mixture as to be equivalent to a solution and are so sinute as to be undetectable under a powerful microscope. Both the complex and our form of nitro-celluless are equally soluble in mectone so that anhydrens accome should show no eclocitive action upon dipping the "Celluleid" into it. It should tend to soften and slightly flow the surface on as to smooth over all minor imperfections leaving the surface with a polish. Of course if there should be present in the surface of the "Celluleid" any small particles of dirt or other insoluble foreign matter, the acctone sight lossen and carry it sawy lowings a depression, but this would be true in any once.

I would suggest, if it has not already occurred to you, to take a white blank containing some of the imperfections discovered under the microscope and after marking on the inner rids of the tube the points at which they occur, dip the blank into various strengths of motors and then "print" it; should the marked defects not be noticeable in the printed record, it would either show that the acetone it was dipped in had corrected them or else that they were negligible any way. If nor defects developed other causes would have to be scaght. Variations or improvements of such a test will of course suggest thanselves to you.

I have instructed the factory to send you direct say 6 places of tube 12" long taken from some tube newly run which has been hardled as carefully as practicable. These will be quite fresh and will contain an excess of employ over what is in the scasoned tube. Later to send you come more employ from the same tubes after seasoning but still subjected to careful handling.

I undorstood that the 100 records mong which you found such a large percentage of imperfect ones, were from the cardiost that you had turned out and possibly now machinery and unskilled labor contributed to the result. I would be find to hear if later results bear out such a large percentage of modiled records and we will selected any criticises of our material which will enable us to perfect it to most your demands, if it lies within the nature of the material itself.

Vory truly yours,

ML 6. 20015.

Prosident

a Ck.

Sept. 6,1912

Mr. E. J. Berggren and file:-

Please Tuyfieh me with Edison Fhonograph Works Board of Directore' Resolution authorizing the placing of contract with Union Draws Steal Company for three hundred (300) toms Cold Draws Sorow Rod, to be taken by January 1,1913,

In this connection please note that of this 300 tons is specified for the reason that from 160 to 200 tons will probably be required by the Storage Battery-Company; ( who have the privilege of drawing against this contract), and 59 tons will be immediately deducted on account of over shipment on the contract just expiring.

The approximate obligation involved in

this contract is \$ 13500.

111./HD

H. T. LERMING.

CC to Messrs. Dyer, Wilson, Bachman, Harry Miller.

phone

Mr. Weber:

Referring to instructions given by Exper to Pairweather relative to exidizing reproducer and other parts for A-60 dde machine, I have just seen Er. Edison and he has decided that with the exception of the cabinot red heads, all other parts, that is, reproducer, reproducer clamping formule, speed adjusting kmob, speed indicator dial and red, cabinot front grill kmob, are to micheled. Cabinot red heads are either to be grained the same as the cabinots or finished in some other may as near the color of the cabinots as possible. Please give necessary

instructions to people interested to this effect.

9/6/12.

C.H.W.

Mr Edizing Harper

phend

Mr. Weber:

In accordance with matters decided on yesterday at the Executive Meeting, it will be necessary to provide the following apparatus in the order mentioned:

(lst) 30 model "B" diamond point reproducers for salesmen's use by September 15th.

22nd) At least 100, and 200 if possible model "B" diamond reproducers for Jobbers' samples between September 16th and 20th.

(3rd) A stock of all types of our present modol cylinder machines, equipped with dimmod point reproducers by October lat. This will necessitate the changing of arms on the Gem, Fireside and Standard types to accommodate the diamond reproducer.

(4th) A comparatively small stock of Gem, Fireside and Standard machines equipped with sapphire reproducers to take care of such orders as do not specify diamond reproducers.

(5th) All cylinder machines for shipment on and after Oct. 1st must be made in the four-minute type only.

Please look into these matters immediately and give such instructions throughout the shops as will insure our having this apparatus on time.

This memo. refers to apparatus for use in the United States and Canada only. For Europe and other foreign countries we will continue to supply the same style machines and other apparatus as at present until further advised. 9/10/12.

C.HAW.

Copies to Messrs. Ed aon: Dyer: Wetzel: Hird: Dolbeer: Goodwin: Ireton: Maxwell: McChesney.

flow

ar. Weber:

We are now supplying two-minute recorders with Home and Triumph Phonograph equipments, but it has been decided to discontinue including them with these equipments or and after Oct. late. After will a four-minute recorder be included them to the continue of t

Copies to Messrs: Editon: Dyer: Wetzel: Hird: Dolbeer: Goodwin: Ireton: Maxwell: McChesney.

THOMAS A. EDISON;

FRANK L. DYER,



## Thomas A. Edison, Inc. orange, N.J., U.S.A.

Edison Phonographs and Records
Edison Primary Batteries
Edison Kinctoscopes and Motion Picture Films
Edison Dictating Machines
Edison Home Kinctoscopes and
Motion Picture Films

SYDNEY
SHENOS AIRES
CABLE ADDREAS
"ZYMOTIC, NEW YORK"

PARIS

Address your reply to

Thomas A. Edison, Inc., Recording Dep't.
79-83 Fifth Avenue
New York Septe

September 10, 1912

Mr. Meadowcroft, Orange, N. J.

Dear Sir:-

I have your letter of August 27th which Mrs.

Staats has sent me. In the list of congs she is to sing
you have asked that she sing a duet from "Forza del Destino"
for Soprano and Alto, as there are no duets in this opera
for this particular combination I presume you wish to her
sing with Mrs. Kirwan one of the Tenor and Baritone duets
and as there are three duets for Tenor and Baritone in the
opera, two in the 3rd Act and one in the 4th, kindly advise
me which one you refer to. Would also like to know if Mr.
Edison has made any special terms with these artistes.

Yours very truly,

Mgr. Recording Department

storounds!

Mr. Philpot:

Beginning immediately you will please arrange to operate a night force in such of your departments as will enable you to get out a larger production of Elue Records. As I understand it, from my talk with you this morning, this will only necessitate the running of two or three of the departments, as the others are capable of haddling in ten hours all that these two or three departments can turn out in twenty-four. I can't understand why you have not arranged for this before; in fact, I understood from you a few days age you were running nights. Certainly if you have not moulds enough to operate all your printing mechines during the daytime, the only way you can increase your production is by working such moulds as you have double time and that can only be done by putting on a night gang.

9/13/12.

C.H.Wilson.

Copies to Messrs. Edison: Dyer: Weber: Nehr.

9/13/12 Mr Edison-The process used to ful - back up - the cilluloid neords with plaster paris is vatter crude. To Jul mith, wills a ray exall quantity. He spends most of This time cleaning and refuling the invariatly squitz some of the plaster of the ment. It is possibly myunns & the delicate Agry surface. 3ª Then, should be shirld to protect month during title Squarting process. Hutch.

September 13th, 1912.

Mesers. RDISON; DMER; WILSON; HUTCRISON.

The Rudolph Wurlitzer Company are very desirous of having you inspect the Wurlitzer "Unit Grobestra" now installed at the Gentury Theatre, New York City, and in conversation with Er. Rudolph Wurlitzer recently, he requested me to advise him when it would be convenient for you to make an appointment to hear a demonstration of this instrument.

If you will arrange to set a date, I will be pleased to communicate with Kr. Furlitzer as well as with their New York representative regarding it.

120000000000.

(ma) A constant was a constant of the constant

ruding upon you an inea I am taking the life which appeals to me as about the last word in a plan to automatically or mechanically produce human speech on a letter sheet, namely, a sensitive plate or plates or stencil or wax sheet or sheets at which a business man, say, desiring to conduct his correspondence without the aid of a stenographer and typewriter, etc., could talk his thoughts, producing impressions of the words spoken which could be transferred to his letterheads, etc. I appreciate that you comprehend what I'm driving at, and if it is possible to evolve the necessary device it should be instantly recognized as a long step forward of the present methods. True, we have the phonograph, the graphaphone, the dictagraph and other sound recording devices, all of which serve admirable purposes, and the scheme I purpose may be impossible of evolution; it would, of course, involve a certain automatic selection of impressions to represent quite countless words, but when you and I as telegraphers consider how nicely the Yetman sending typewriter, or motor attachment for writing machines, selects and transmits the letters, figures, etc., I think you will agree with me that my idea, which may not be new, is feasible.

If you think this letter worthy of reply kindly address

Form Malone

## CONDENSITE COMPANY OF AMERICA GLEN RIDGE, N. J.

September 14, 1912

Hr. Thos. A. Edison, Laboratory, Orange, H. J.

Dear Sir:-

We inclose herwith statement of your account, which is very much overdue, but which we presume has escaped your attention. We would appreciate your resittance to cover.

Yours trul ...

COMPLICATED COMPANY OF ANYRICA

Daggilant

Kindly send check for this and Lobligs

promond

It has been decided to use corrugated paste-board boxes for all domestic shipments of like Amberol records, and Mr. Leeming will at once order 1;000 each of the following capacity: 200, 100, 16, 28. These cases should be received in time for our times; 200, 100, 16, 28. Amberol records, but if now received in time for our state of the control of the

Copies to Messrs. Edison: Dyer: Stevens: Weber: Leeming: Wetzel: Redfearn.

ghono

Messrs. Weber: Wetzel:

If there is enything going to delay our beginning shipments of cylinder machines with diamond reproducers on Cet. 1st, as specified in bulletin which is now being sent to the trade, it will be the reproducers, both models A and B. So far as I can see the cups for the model B reproducer will now be received daily at the rate of about 400, and the weights, which are the same for models A and B, will be received in larger quantities, and if these articles can be worked up as rapidly as received, we ought to have a considerable number of both models ready Cotobor 1st. I am giving you this information so that arrangements may be made to prevent any delay in completing the repreducers after cups and weights are received.

9/16/12.

C.H.W.

Capies to Mossrs. Edigon: Dyer.

Strighton

Mesers. Weber: Berggren: Dolboer: W.Eckert: Philips: Goodwin: MoCheeney: Stevens: Iroton: Hird: Youmans: Rogers: H.Dokert: Brown: J.Polzer: Harroll: Dayldson: Madison: Durand: Rudson: 4eming: Wetzel:

Mr. Edison has called my attention to the fact that we are not "practicing what we preach?", in that we are not uning Mothing Sco our correspondence and other work, and the state of the s

9/16/12.

Copies to Messrs. Dyer: Edigon.

C.H.

" Mahogany " "
Amberola III Cak" "
" III Mehog. with Diamond A
" I Cak " "
" I Hahog. " "

#### Messrs. Wetzel - Mitchell - Devine - Mosckel - Waterman - Morris -Riloy - Pile:-In order to be in a position to ship advance orders for Machines for the Fall Trade promptly we should have the following stock roady as near Oct. let as possible. Model D. Comb. Typo with K 200 Reproducers 4 Min. Type only " Diamond B Boo We have a stock of 450 Model D Gems on hand 250 of which she be changed to 4 Min. Type and equipped with Mamond B Reproducers; the balance of quantity should be brought through on the present Shop Order for Model D Machines. 250 of which should Combination Type with K Rey 4 Min. Type only " Diemond B K Reproducers 200 2000 Bring through 2000 4 Min. Type on present Shop Order for Comb. Type and equip with Diamond B Reproducers. Standard Hodel F Comb. Type with S Reproducers 200 2000 Change the Reproducer Arms on Model E Hachings in stock but do not pack any until shipping orders are received on account of possible change in Horn Equipment. Change over the surplus stock of Model F Standard Mohs. over the 200 required into Model E Machines and equip with Diamond B Reproducers but without Horn Equipment. Home Model E Comb. Type with O Reproducers 300 " Diamond B 4 Min. Type 1000 Bring through 1000 4 Min. Type Mohs. on present Shop Order for Comb. Type and equip with Diamond B Repreducers. Triumph Model F Comb. Type with O Reproducers :: 25 Dinmond B 4 Min. Type : 50 Bring through 50 $\,$ 4 Hin. Type Machines on present Shop Order for Comb. Type and equip with Diamond $\,$ B Reproducers. Concert Oak with Diamond A Reproducer 100

the transfer "2 min." at mediate steps should be taken to afface to state of "2 min." at me all combination healther to the state of th

C. H. WILSON.

CC to Messrs. Edison - Dyer - Weber - Dolbeer - Stevens and

Ireton.

MEADOW, CROFT. SEPTEMBER 18-1912. Like their confedential Thono Tatent

I have looked up the Records marked with a blue "X" on your list with Mr. Miller, and find the talent cost to be as follows:

He royalty. \$250 per song. LABIA:

MR. MOISON:

EPAIDING: All selections that you now have recorded were made on a basis or \$200 per selection, but Mr. Willer is closing or has closed a future arrangement of \$150 per selection, and 15% on our not selling price. The Record Committee intended to list mass closed a return price. The Record Committee intended to list on our not selling price. The Record Committee intended to Record at \$1.50. In view of this future contract, and the merit of at \$1.50. In view of this future contract, and the merit of Spalding's work, the price of \$2.00 is probably a suitable one.

GRUPPE: Arrangement with this artist is for log on our net selling price of his Records. In the few Records you have passed for this artist for the first list, the Record Committee have put him in the \$1.50 class.

EDYTH WALKER: \$250 per song. No royalty. 30 4

SYLVA: \$500 per song; lof on each Record listed and a guarantee that the total royalties from all Records listed will be \$1000 per year. Acyanic, arrangement zeparen New, 1412

CHAIMERS: \$100 per song.

This artist is low enough in cost to
us to list in the ordinary
Records, but the character of his
work and the selections the renders, such as the character and
plausible to the public to make the state of the selection when the low sort of his Records and such than also available to double
the low one of his Records when the him also available to double with any high priced artist, without having to boostthe price of the Record any on his account.

\$250 per selection and 10% on our net selling price PARLOW:

\$300 per selection. We royalty. POLESE:

KURSOFF: \$100 per selection.

\$125 per selection. ACETE:

CISSNEROS: \$166 per selection and 10g on each Record.

\$166 per selection. KHOTE:

SIMMAX: 10% on list price with guarantee that royalty will be at least 10% a Record. In addition to this he had a guarantee of \$10,000 per year for two years which has expired. How, as this smouth has been paid and year do not intend to use further with the second that years are a loss and the second that any more, the question on any Records that you use in your as a loss and loss and the second that you use in your list head of the second that you have the second to the second the second that you have the second that you have the second that you would prove that the second that you would prove that the second that you would prove that you would need happens to be a popular one. His "In Tosca" Record was the only one that had any sale in the cylinder list.

SPECIAL HOTICE: Mr. Miller says to add \$50 per selection as approximate cost to any artist where orchestra is used.

The Record Committee have only paired, numbered and priced 12 one dollar [41] Records and four 41.50 Records, making 16 complete Records in all. There are three additional selections which the Records the gare numbers to, that are to have something put with the nor that fir. Wilson say you are going to deal, the pairing and pricing from now on, I would sak that you deal, the pairing and pricing from now on, I would sak that you find seesthing to go with these last named three, or instruct us to throw them out altogether. (See list attached to this memo.)

MUMBERIEG: You do not need to bother about the numbers. will pair and price, Mr. Hird will assign the right numbers that indicate the price, and another thing, if you change your mind about putting out a Record at the last minute, even though it has been paired, priced and numbered, it built not make any difference the withdraw sames for its last that the same is that the Trade that the same is the same is the same is the same is the same been a few skips, and Jobbers or Dealers do not provide bins for skips.

If there is any information I have omitted in this memorandum that will be helpful to you in this complex job of pricing and pairing, I will try to get it for you.

#### C. E. GOODWIN.

Illustration:
Suppose you hat a Labia backed by an ordinary priced recention. F. 250.0 50. (Crobiatia accompany (Crobiatia accompany)
Low presed backer (See mills for the reliable) 145-

Labeled by Res Committee

#### DISC RECORDS LISTED AT \$1.00.

CATALOG NO.		SERIAL NO.	TITLE	MADE BY
50001	{	812	Misserere	Mixed Voices
		699	Anvil Chorus	Mixed Woices
50002	{	939	Whispering Flowers	Band
		941	The Fairest Rose Waltz	Xylophone-Daab
50003	{	836 1052	Happy Days The Bloom is on the Rye	Soprano-Spencer Tenor & Baritone
50004	{	569	Darling Nellie Gray	Mixed Voices
		1035	Mass's in the Cold, Gold Ground	Mixed Voices
50005	{	931	Heartstrings Waltz	Orchestra
		951	Lukami-Tango	Orchestra
50006	{	1038	Ma Lady Lu	Tenor & Chorus
		1034	That Mesmerizing Mendelssohn Tune	Tenor & Baritone
50007	{	682	Memories of Home	Violin, Flute & Harp
		1620	The Larboard Watch	Tenor & Baritone
50008	{	985	Sweet Genevieve	Tenor & Mixed Chorus
50008		1001	No one to Love	Baritone & Chorus
	5	1027	Dear Heart	Violin, Flute & Haro
50009	}	<b>61</b> 5	Love's Old Sweet Song	Vialin, Flute & Harp
50010	{	161	Bonnie Sweet Bessie	Soprano
		1029	Serenade (Moszkowski)	Violin, Flute & Harp
50011	{	1060	My Sambo	Baritone
		1055	Below the Mason-Dixon Line	Baritone
50012	{	652	The Mocking Bird (Fantasia)	Xylophone
		1052	Flower gong (Lnage)	Violin,Flute & Harp
	(	#22	<b>EXECUTE EXECUTE SERVICES</b>	<b>BENTEKKT SKALAKY</b> 8
a 50013	<b>{</b> ;	1040	The Two Poets	Golden & Hughes
· 0. 50014		1061.	(To be selected)  Moonlight in Jungleland (To be selected)	Gollins & Harlan

a no tackene for there yet

# Lakeled by Consumble

CATALOG	no.	SERIAL NO.	TI TLE	MADE BY
81501	(	832	The Heart Bowed Down	Baritone-Chalmers.
	{	1022	Traumerei	Violincello
81502	(	1077		Contralto & Chorus
	{	1021		Violincello-Gruppe
81503	(	996	Ever of Thee I'm Fondly Dreamin	Soprano & Baritone
	{	999	Berceuse - Jocelyn	Violincello-Gruppe
81504	ı	997	In Happy Moments.	Baritone-Chalmers
	{	1023	Simple Aveu	Violincello-Gruppe
81505	{	838 (To	Stabat Mater be selected.)	Agnes Kimball and Chorus.

Shop mano.

D Phon - Many.

September 19th, 1912.

Messrs. Wetzel, Nassoy, Youmans, Redfearn, Morris,

Gumaer, Riley & File:

The four-minute Types of Phonographs will be designated as follows:

Gem Model "E"
Fireside " "B"
Standard " "E"

Home " "F"
Triumph " "G"

Mr. Wetzel should notify such Depts. as are affected by this notice.

C. H. WILSON.

Copy to Mr. Weber.

JM.

Mos. - Borop Way

Wilson Record of product Costa quality of product to see of it pays can be used

Mr. Dodd: Referring to the two-minute scrap dipped wax now in stock,

you will please commence distilling this scrap immediately for the purpose of recovering such materials as can be used in the manufacture of blanks; and which you told me the other day would be worth to us at least 10¢ per pound. Work on distilling this material should be continued as rapidly as possible until you are further advised.

C.H.Wilson. 9/20/12. Copies to Messrs. Edigon: Dyer: Weber: Aiken: Nehr.

ary

Messrs. Dolbeer: McChesney: Ireton: Goodwin: Maxwell: Youmans.

machine we will include, at no additional price, six record filing albums. Moniton should be made of this and the albums described in such printed matter as is gotten out. The albums described in the same poking case as the machine and obtainet.

9/20/12.

C.H.W.

Copies to Messrs. Edison: Dyer: Weber: Hird:

phone.

#### Mr. Weber:

With only 38 jobbers out of a possible 100 heard from, we have thus far received advance orders to be shipped Oct. lat, for the following phonographs with diamond reproducers:

Gem	103
Fireside	2699
Standard	500
Home	182
Triumph	8
Concert	104
Amberola I	14
Amberola III	15

This means that oxtraordinary efforts will have to be made to get these machines out enywhere near on time, and if anything can be done in any way, shape or mammer to increase our present capacity, it should be done immediately.

9/23/12.

C.H.W.

Copies to Messrs. Edison: Dyer.

phone.

W. Eckert:

Please issue a shep order covering labor required to distill two-minute sorap wax and recover such materials as can be used by us in the manufacture of blanks or sold for other purposes. The object of this is, we have several thousand pounds of two-minute corep wax on hand which we are unable to dispose of, and ir. Dodd claims we can distill it and recover materials that would be worth at least 10¢ per pound for use in commection with the manufacture of blanks, and what we want to find out is the actual quantity of useful materials that can be recovered, what their value is to me of to sold to custode poople, and what the cost of recovering them will be.

If you do not thoroughly understand what is required, see mo. 9/25/12.

Option to Monaro. Edison: Load: Wotsel.

Place Live Klephone JW aylsworth Come over to disc building want to see hun

Mr. Philpot:

Within the next two weeks you will probably be called upon to manufacture Kinctophone records. To begin with a capacity of 100 per week will probably be sufficient, but by Dec. lat, we should be able to turn out 200 per week. Please arrange your manufacturing facilities along these lines, and also see about placing your order for celluloid stock.

9/26/12.

C.H.W.

Copies to Messrs. Edigon: Dyor: Weber: Higham: Wurth: Hehr.



to the same

II. Thomas A. Balson, we would the printed laws of the run of our of the run of

of sept. 25th. Uncert of production by Dept Stone

sell your goods to jobbers and retailers who enter decades count into special agreements with you to maintain prices is entered acades count will you please explain to us in what respectively an advantage to the genom conduct your maintains. If hent's twen not for the men who buy your machines, you would not have any output for your investment, there fore why should you confine to fixed prices segment fore why should you confine to fixed prices segment in benefactor? We will publish your left will you could not have any output good of the prices will be considered the will be considered the confine the confine

Yours very truly Dour out of on

W.F.M--M.M.

What tes

٠,

Sept. 26/12 The ambeul left mr Edison 2nd morilded Printing & moulded Cecin Denting acies Dien Good Received Discoul Good Received Derived Good General Discord Good 13936 2113 11823 14435 28 14467 1440 13 14437 19136 End Costed End moulded Reamed Bucker leushmen General Spicare Good Recised Descard Good Received Durand Good Occided Descard Good General Breand Good 7837 1884 3. 7881 1172 19 7153 11623. 2 11621 1 12136 12/37 augus Dreiges Good Celeaned Varnished Wiked Dips bash Grend Assend Good General Around Goods Revised Daces Good Cherical Ducard Good 34 8095 8108 51 8057 4431 1633

2414 3220 2872

Selst. 27-1912 Blue amberol Dept Mr Edison Daily mla Repor Printing Brown Brian Blood 13982 2nd moulded\_ Centino Rever Duiss Good General Diesed Good Robert Diecard Good N588 21 11567 16550 14 16536 16350 16350 End moulding End Coating Reamed Backed Accided Geral Sort loughoured acreid Dried Gold Received Queent book General Greans Good accept Disease Good 10822 12397 5 12392 12928 Polished beleaned Varnished Hip , Wash Wiked Recieved Bucard Good Received Queind Good Revered Queens Good Received Blocard Good Recieved Queend Good 8198 121 1977

Auro Blue amberol Dept Sept 28-12 Mr Edison Printing Becam Quian Good 4998 762 H636 2 rd moulded leuttina 1 Pt moulded Peneral Becar Good 10294 6 10288 Received Biscard Good Vecand Durand Good 10300 3 10297 Revised Discard Bord 103 Lukes End moulded End Costed Reamid Geriend Durand Good Received Assessed Good Operand Discus Good 8447 Recient Resid Good General Duriand Good 8731 14 8717 H884 4884 Colished Cleaned. Dip 1 Usel. Wiked Varnished Recipied Brisis Good Rendy Durand Book Received Operand Good General Guscard Good Revised Opicard Good 8995 18 8977

Mr. Edrson:

Wy

For your information I beg to advise you of the present condition of disc and cylinder machines and record orders to date, or approximately so:

### DISC PHONOGRAPHS

Model A 250: Orders received 206; packed 225.

Model A 200: Orders received 890; packed 81; assembled ready for packing 115; mechanisms, reproducers, horns and cabinets are practically completed for balance and work of assembling them complete ready for packing in going ahead daily.

Hodel A 150: Orders received 785; packed 23; assembled 102. The bar office of humber of additional cabinets, mechanisms, reproducers and horns ready for the balance of those mediator, with more contage through worldy, and the work of assembling them complete ready for packing in goldne on state.

Model A 60: Orders received 2610. All tools, cabinets and moderations are now finished. For the mechanisms, finished parts are coming through anily about the received parts of the first are coming through anily or reproduces are finished for these ing room nort wood. Or reproduces are finished for these mechanisms and the received finished anily. We should start assembling mechanished to vole, after which they should come through regularly mechanisms are tools, after which they should come through regularly or should be ready to begin shipments on them within the next

#### DISC RECORDS

To date we have received orders for between 175 and 200,000.

## CYLINDER PHONOGRAPHS WITH DIAMOND REPRODUCERS

Orders received: Cem 85
Fireside 2555
Standard 595
Home Concert 176
Amberola I 14

Those machines are all either in stock or coming through and as fast as reproducers are ready, chimments will be made.

By to date we have completed about 1,000, of which possibly 200 have the entry of the complete.

by we make the mere complete, about 1,000, or which possibly 200 have been chapped out as samples. Additional reproducers should now come through at the ratio of 250 to 450 to 1500 per day, and this quantity will be increased just as fact as we can got more castings from dray, provided too many of the eastings do not turn out defecting.

#### BLUE AMBEROL RECORDS

Ordors received approximate 350,000. Shipmonts of both cylinder machines and Amberol Records will begin first of next week. Work on the Amborol V and VI machines is being pushed forward as

.7

rapidly as possible, and unless some delay in production occurs, we should be able to begin shipments of them some time in November.

Work on the A 80 Msc mechine which consists practically of the same mechanism as in the A 50, but a wooden cobinet, is also being pushed, and they should be coming through ready for shipment shortly after the Amberdan V and T.

10/5/12.

C. H. Wilson.

Copy to Mr. Dyer.

Whole Talephone Walter Miller -Hereafter Start Tracking Ouz sixteenth of mal. further in from Margin of natify Hayes to do the same we want his for Technical Margin 100 you see any abjections

Oct 7,/9/2

Messrs. Philpot: Badger: Geo. Weber: Dodd: Wurth: Grimes: Hird: Youmens: Ireton: Dolbeer: Goodwin.

Please note that Mr. Mehr has been appointed Production Clerk for all cylindor records and blanks, and any instructions Given by him as to moulds to be manufactured first and quantity thereof, records to be manufactured first and quantity thereof, blanks to be manufactured, are to be followed.

Mr. Hehr will keep in close touch with both the selling and manufacturing ends of the cylinder record business, and therefore be in a position to decide on above matters.

0.H.Wilson, Gen. Mgr. Copies to Messrs. Edison: Dyor: Weber.

Dend mer up 2 Homes 2 yems 2 Slandowed Trucceph - Deliver now at lee 6 Red Jm 2 suns

Mesers. Webor: Wetzol:

Owing to conditions as montioned in Mr. Weber's

Memo. of Oct. 2nd to Mr. Edison, you will please hold up all work on Gom Phonographs, so far as equipping them with new arm and diamond reproducer is concerned, until further advised.

C.H.W. Copies to Messrs. Editon: Dyer: Rutchison: Dolbcor: Ireten. 10/16/12.

is ofe

Mesers. Nehr: Geo. Weber: Philpot: Badger: Moore: Grimes:

On Saturday last I started to go up to 4th floor of record building #24, and found the first floor entrance, as well as the stairways, lined with employees waiting for the whistle to blow. The time was not later than three minutes to twelve. I inquired of several of the people where they worked and was told by some they worked in the disc record department and by others under fr. Inhipot. These employees certainly must have quit their work not later than 5 minutes to twelve, in order to get their cents and hats on and be down on the stairway or in the entrance where I seem than.

Our closing hour at noon is 12 o'clock and at night six o'clock, and all employees should remain at their work until the whistle blows indicating that those hours have arrived. It is up to you to see that my help in your department does not leave there work before these hours. Purthermore, a foreman or someone in authority should remain in each department until the quitting hour to see that the men do not quit chead of time.

10/16/12.

C.H.Milaon.

Copy to Marylier

Blina

Mr. Hird:

Please deliver to Hr. Rutchison a model H reproducer, so he can test it out on a home recorded blank to see how many good reproductions we can get from the record. The diamond point reproducer is too heavy and wears the record out too quickly, and we have got to adopt some lighter weight reproducer to offer to the public at a very low price, so that they can obtain more reproductions from the Home Recording proposition.

10/18/12.

O.H.W.

Copy to Mr. Hutchison.

Condensite

# CONDENSITE COMPANY OF AMERICA

October 22, 1912.

Thomas A. Edison, Laboratory,

Orange, H.J.

Gentlemen:

Attention of Mr. H.F.Miller, Sec'y.

We beg to return to you the original of our letter of Sept. 14th, with your notesions thereon of our account with you, which is correct except in one part/cular and that is your charge to us of Arvil 30th- 021.14.

With respect to that charge we wrote you on July 23rd that the material for which this charge is made was delivered to us by Thomas A. Maicon, Inc., and has boom, aid for by us; we have never received a realy from you in resyonse to duis letter.

The material in question was \$00 Lbs. Mono Chloro Mapthalene, as called for by our purchase orders 421 and 427 and Selivered to us by Thomas A. Maison, Inc., in accordance with their Invoices Mos.20430 and 20451, and for which by the way they chargedus \$60.

With the cancellation of this charge against us there is left a balance due us since April Soth of %6.21.

We will appreciate an early investigation of this matter, which you will find will confirm the above statements.

Very truly,

COMDENSITE COMPANY OF AMERICA

Le Brown

Rne

Bar this Day, Oct 11th troud the following records for purface Casulta pre po Jollon Experimental Blue Spock. Regular Blue Stock Good Surface. Soust 8 Surface dightly rough Surface O. A. Surface Fair. \$0038.6 Few Lowche, Surface V. A. Surface O.K. 200119 Road Surface, Front End. Surface O.N. 30048.4 Surface rough, Superior to Orgalar Strek. Sec. 16.7 Surface ( Sough, Jule of Surface Jair, Light brocks. 30047-9. Surface Q.A. Surface O. K. superior to text. stock 30051.9 Surface O. K. suferior to Clegalar dock Surface O. K. 30052:8 Surface O.K. Surface elightly rough 35001:11 Surface O.A. Surface O.A. superior to left. stock. 35003.7 Surface O.K. Surface O.A. 350018 Surface elightly rough. Surface OA. 35007.11 Swiface O.K. Sunface OK. 35008 10 Sunface O.K. Surface Good, few Knoch 25009.9-Muriface slightly rough Surface O.K. \$5010.10 Surface Good Surface Good, puborior to Copp. stocks. 35012.9 Surface Gor Surface Good, superior to lext stock 35016.9 Surface Good. Surface Good, puperiot, to Est. Stock. 35018-10 Surface Pough. Surface Superior to Exp. stock. 110000 9 Surface dightly rough. Surface O.K. 40019 Kenface Lough Surface O.K. Knocks 40002 7 Durface Vough in Front end Swiface rough, infront end 11002.10 Kurface plightly rough. Swelace O. A. Hoood 3 Surface rough Surface O.K. 10005-14 Surface rough in Front End. Surface O.k. 40007.10 Surface kough. Swiface O.K. 110008 9 Surface Good. 110009 10

Me Hutcheson
Please have 6 Gold Plating
Holders made up like sample
with the exception of brass clamps
Me Edwen told me to get made
for might work on gold Plating
have will need some more
holders.
Also have brass clamps fort
on sample.

10-24-12

Simus

Him on the

In gold feating our masters we could increase the variacity of our induction coils about 35% lif we had 4 extra glass bases & dones so that as soon we finish plating one we could remove the whole machine to one side to cool & slep in it's place another one that is already londed Dunwedde has 7 extra glass bases so if we could get the scrollo made up it would not be much estra expense.

for disc ment the Soldwing for disc ment marken the flating machines. The disarrings of the plating machines. The disarrings of the are in the distribution month of Sate of Cast Drown weights for streking mould on face plates.

July

of Takey care of

gets

Simes

Mesers. Dolboor: Goodwin: Iroton: Hird: Youmans: Looming: Grimes: Moore:

Please note that Mr. W. F. Hehr will act as Production Clork for the Mac Records, the same as he is now doing for the Nine Amberol. His duties will conside you will conside the Mr. Will be a produced for the Nine of Mac and the Mr. The Mac and the Mr. The Mac and the Mr. The Mr

Seconds to be made of each solection, in order to fill estimated first shipping compositive saturated with the control of the second solection.

Third: So notify manufacturing ends whom cortein moulds ore to be taken off and other moulds but on, in order to produce stock scording to score second or on hund.

Fourth: To keep account of records that go into stock, are shipped from stock and balance in stock.

Mith: To instruct Shipping Dept. as to what orders are to be filled and shipped first-shipping Dept. then to obtain records

to be filled and shipped first-shipping Eppt them to openin recorns from stook to fill necessary orders.

Sixth: Keep in close touch with manufacturing onde and see that a sufficient quantity of all materials used in the manufacture.

that a sufficient quantity of all materials used in the manufacture of disc records is dither in stock or ordered to take care of requirements—those quantities to be based on the increases in production which will be made from time to time.

boxos, containers, packing cases (when styles have been accided on) are kept in stock.

To smoothfully carry out this work, it will be mescarry for in. How to have easily the means and quantities of different for its line of the menufacture of disc records, also what our production set in the menufacture of disc records, also what our production set in the start will be, as well as when and how fact it will be increased. This information fir. Edison has promised to furnish it will also be necessary for this manufacturing ones to ac-operate in every way with its. Hohr, in order that the best results may be obtained throughout and no delays take place.

10/29/12.

1/200

C.H.Wilson.

Copies to Messrs. Edison: Dyer

### [CONTINUED ON NEXT FRAME]

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Mr. Thomas A. Edison, Orango, New Jersey.

Dear Sir:

I thank you most sincerely for allowing me to specify further about voice work,

The whole world benefits from your valuable application of time; and that the yould world may not lose what you have learned for them, I write for further information as to the truth of measurement of some

My specific quastion is, How may I learn to measure the truth of voice? By measurement of you mean measurement of vibration and intensity and volume? We scarcely know just what is meant by measurement, cinco horstofore we have had no means whereby to measure.

We, the worst beachers, are cakeveledging the fast that we have had no standards. Standardisation to being scoffed at by many while others are urging it. If we have to work it out without your valuable accidance it may take years, and perhaps, conturies, while if you will help us by informing one of us we can arrive at some sifful a standard in a very short time.

I find, by training the tongue to a consciousness of ito power in definite formation and action for each worsh and conconant, (which formation and action is intrastified as the pitch of the tone rises) and also by managing the worsh or that the tone is always in front of the highest part of the tongue, that this will give to the voice a sureness and beauty that I have been unable to teach definitely until I studied byto Dirition actuaght by bora buty fonce. This has given me the first idea of measurement of any kind as regards tone in wowelization.

#### T. A. E. #2

of tona?

In opits of the fact that much good has come in this work, and convinced that I see only gimmers of light where you can broad daylight. We would teacher are floundering about, starwing for the knowledge that you possess. May I come and learn, and so puse my knowledge no to other teachers? We need knowledge as to the nature of voice and how to regulate it definitely so as to give it truthful utterance.

Is it faulty vowel conditions that cause most of the faulty tones?

Are most of the faulty tones on high, medium or low pitches?

Is forcing the tone one of the chief causes of faultiness

Is not our greatest difficulty due to the fact that we have no correlation between the resonance of tone and speach action?

Is it not true that we must learn to apeak well, (that is, truthfully as to vowel and consonant on any pitch) before we can hope to sing beautifully?

You are our great evientist; I am one of the thousands of voice teachers. May I come to your laboratory (you say you have had other teachers there) and learn how to measure the truth of tone? I do not know how clos I can learn this truth.

Vory sincerely,

Kalherine Schweler

### THE LABOR TO STREET, AND STREE

A Weed from Bree Daty Jones
Miss Katherine Schuster's long experiod of the second of





Easy (Aug to Day Daw A Company of the Company of th

VERNO LANCE OF THE CONTRACTOR AND

1912 Plen.

November 2nd, 1912

Mr. Edison:

lois e

showing the photographs of Edison, at upon an attached list about them within we have a subject to the state of the subject to the subject to

In addition to the material referred to above, we have rounded up photographs of prectically all of the great composers like Magner, Verdi, etc. We also have plenty of material about each one.

Shall I come over and talk with you about this matter?

L. C. Lichemany.

...

### FOREIGN & DOMESTIC ARTISTS

Name	Photographs (in costume)	(not in costume)	Biographies
Bessie Abbott	4		yes
Adelina Agostinelli	*	3	ves
Carlo Albani		i	302
Werner Alberti		. 1	yes
Hugh Allan	2	i	300
Mario Ancona	4		
Ansolmi	•	7	
Harry Anthony	3	3	
Anthony & Harrison	1		yes
Irene Armstrong			yes
Blanche Arral	5		300
Arriaga Instrumental Trio	1		
Elsie Baker	3		yes
Evan Baldwin		1	
Michael Banner & Roy Butin		1	
Harry S. Barbour		. 1	уөв
Edward Barrow		2-2	
Eugeno Battain		, 1	
Harriet Bawden	1		yos
Digby Bell		. 2	
Joe Belmont		1 3	
Greste Benedetti		3	yes
Andre Beneist		1	yes
Albert Benzler		1:3	
Romeo Berti		1	
Sarah Bernhardt	1	1	Aos
John H. Biehling		1	
Biehling & MacDonough		1≥3	
Johann Bischoff	1	1.	yes
Karel Bondam			уев
Hme. Boninsigns (quai)	1 30N	INSEGNA	-yes
Wiglione Borghese		2	
Aucrezia Bori	4		уе в
Daisy Boulais		24	
Luisa Bresonier	1		
James Brockman		1	
Cornelius Bronsgeest	1	1	yes
Alois Burgstaller	2	1	
Maurice Burkhart	-	1 1 2	yes
Butin & Banner		i	
d Brazell		2	yes .
albert Campbell		,	
Grace Cameron	9		
Sig. Campanari	. 1	and the second	
Ernesto Caronna	1	3 2 /	yes
Ernosto Caronna & Luigi Luc	enti	2	
Mary Carson		,	yes
Earl Cartwright		1	yes
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Frederick W. Ecke Press Eldridge EmoS Quartet Advison Quartet

Maria Farmeti	2	1	
Edoardo Faticanti Edward M. Favor		5	
Harry Fay		1 2	
Pritz Feinbals	2	2	yes
Ester Ferrabini		1	
Fifth Avenue Presbyterian C. Choir		2	
John A. Finnegan		2	
Fisk University Quartet		2	208
Marie Florence	2		
Arturo Franceschini Jose Frances	1	1	
Honna Foorster & Boh. Ptak		î	
Irene Franklin	9	ī	
Probini	i	1	
maurice Farkon		,	
//carococe 4 weres-r			
Maria Galvany	5		yes
Garcia & Colombo		1	
Luina Garibaldi	1		
Robert		1	
Guido Cisldini		5	
Irving Gillette		3	
Dinh Gilly		2	yes
Guiseppi Giorgi	2	í	yes
Aristedemo Giorgini	5		yes
Lottie Gilson Don Giovani	ĭ		3
Guiseppi Godono	-	1	
Billy Golden		3	
Golden & Hughes		2	
Otto Goritz .	1	2	
Thomas Graf		1	
Burt Green		1	
Paulo Gruppe		1	yes
Alice Guszalewicz	1	1	yes
- arrille Harrold		/	rjeo
Charles Hackett		1	yes
James W. Hager	1		yes
Charles R. Hargreaves		1 8	708
Byron G. Harlan		1	you
Harlan & Stanley		i	308
Charles W. Harrison		10	300
James F. Harrison	3	3	
Harrison & Anthony J. Hazel		ī	
Alexander Heinemann		4	yes
_Melitta Heim	1	1	208
G. W. Helmis		1	
Heinrich Hensel	2	1 .	Aea
H. Bennie Henton	1		
Ethel Hepburn	1		yes
Victor Herbert			
Tand M. Hager	2		1120
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		_		
	Herbert & His Orchestra	1	_	
	Murry K. Hill		2	
	Hinckley	1	i	
	Harvey Hindomyor		3	
	Florence Hinkle		<b>-</b> 3 3	
	Gustav Hinrichs		1	yes
	The Hoffmann Quartette	1		yes
	Roland Hogue		i	798
	Wm. F. Hooley		4	
	Miss (Hoy marie		4:3	
	Gustave Hubordeau		1 4 -1=3 1 2	yes
	Hughes & Goldon		2	•
	Harry E. Humphrey		ï	798
			-	•
	International Association Cuartett		1	
	Hilda Jacobsen	1		
	Josephine Jacoby	4		
	Eugeno A. Jaudas	•	3	
	Madame Jomeli	5	v	
	Ada Jones	3	3	
		3	i	
	Jones & Chorus	_	1	
	Mary Jordan	3	_	
	Karl Jörn	3	1	
	R. J. fore		a.	
John	Kaisor		±43	
0	Guiseppi Kaschmann		1 `	уев
	Kaltenborn Quartet		2	
	Not M. Keefe		1	
	Marcus Kollormann		3	
	Margaret Keyes		1	708
	Agnos Kimmble KIN BALL		3	•
	John Kimmble		2	
	Knickerbocker Quartet		4	
	Heinrich Knote	5	2	V8 8
	-Paola Koralek	2	ĩ	308
		- 1-2	4.2	you
	Lucette Korsoff	#A.		· ye
	Hans Kronold	_	2	
	Annie Krull	2		Aes
	andrea Keefe		<b>え</b> .	
_	-Haria Labia	5		302
	Felix La Sierra		1	
	Harry Lauder	1	1	
	A. Laute Brun	1		yes
	Dr. Franklin Lawson		1	yes
_	Bianca Lenzi	2		
	Franz Lohar		2	
			a,	
	Jeorge Scymowdenox		77.	
	ger en e			

	-5-		
Maurice Levi	8		
Arthur C. Lichty	· ·	1	yes
Luigi Lucenti	1	2	yes
Lucenti & Caronna		2	•
Harry HacDonough		±:3	
MacDonough & Bienling		-3	
Umbreto Macney Mayle	the flacues	1	уев
Guiseppina Finzi Magrini	4		-yes
Pompilio Malatesta		2	yes
Manhattan Ladies Quartet	-	2	yes
Riccardo Martin Giovanni Martinelli	5	3 1	уов
Cornelia Marvin		i	Aes
Stella Mayhew	11 '		
Frank S. Mazziotta	**	1	
Joe Maxwell		î	
L. C. McChasney		î	
Mabel McKinley		ī	
Olivo Mead Quartet	2		yes
Edward Mosker		4	
Carmen Holis	4	2	yes
Metropolitan Quartet		1	
Christine Miller	2		yos
Rood Miller		4	Aes
Ed. Morton		1 10	
Mary Porter Mitchell		4	
Billy Murray Pete Hurray		1	
2000 Marriay		2	
Covine Morgan		~	
Mario Marolle	6		
Agnos Moll	1	-	
Luis Nucelly		1	yes
7. E. nestit		۵.	
Will Oakland		9	
Olly Onkley		1	
Frank Ormsby		3	
Arthur Osmond	1		
Vess L. Ossman		2	
Juan Palmer	1		
G. Pas-wariello	•	1	yes
Kathleen Parlow	2		yes
Rinalda Pavonig	2		yes
John Pavolovitz		1	•
Ernest Pike		1	
Jack Pleasants	1	1	

*			
Phillippine Constabulary Band	1		
Joseph A. Phillips		1	70 B
Giovanni Polese	6	3	208
Steve Cortor		. 5	
Frederick H. Potter		1	2:0 B
Alexander Prince		. 3	24 n
Boh. Ptak & Hanna Foerster	1		
bon. Punk & manua : corose			
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Dan W. Quim		1	
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ains action			
•	_		yes
Marie Rappold	5		•
Rappold & Martin	1	1	yos
Romano Rasponi		i	•
Mildred Graham Reardon		i	
José Rocabruna			708
Georges Regis	1	1	•
Scornhy Rosky		i	
Gustave Berl Resky		1	
O. E. Rinehart		± 5	
Bob Roberts		2	
Eugene C. Rose		í	
Frederic Rose		a-3	
Julian Rose		1	
Maude R. Rogers		9	
Manuel Romain		a	yes
Royal Greek Cuartet		1	,
Edward F. Rubsam			
Dunce a -	1		
		2	
Josie Sadler		2	уев
A. Salvaneschi		1	
Jere Sanford	1		
W. H. Santelmann	ž	2	yes
Henry Santrey		1	
Joseph Saucier	1		
Pritti Schoff	î	1	Aea
Paul Seebach	i	1	yes
Angelo Scandisni	-	2	
Charles Schuetze		. 3	208
Henri Scott	3	2	yes
Antonio Scotti	ĭ		
Frank R. Seltzer	*	1	
Lieut. Shackleton		3	
Samuel Siegel		i	
Siegel & Butin		ī	20 s
Aldo Stanzini	1		
Lina Simeola	10	1	yes
Leo Slezak	10	1	
W. E. Smith		3	
Wm. Smith	1	3	yes
Walter Scomer			yes
Schulert Quartet			

	-7-		
John Philip Sousa	2	-	уов
Albert Spalding	4	5 3	•
-Elizabeth Spencor	4	4	
Len Spencer		1 1	
Spencer & Jones Julius Spindler		± 7.	
Frank C. Stanley			
Stanley & Harlan	1		
Sallie Stembler	4	5	yes
Cal Stewart	ĩ	1	
Oscar Stolberg Johann Strauss	1	_	
Marguerita Sylva	8	1	
ant Guota to the			
		± <u>+</u> .4	
Tascott Billy Taylor		1	
That Girl Guartet	3	7	
w. H. Thomoson	4	1	
Maddelena Ticci	2	2	
Vosta Tilley		1	Aes
Lec Tolstoy Helen Trix		+3	798
Tollefacon Trio			300
Elisa Tromben	1	4	yes
Sonhie Tucker	1	i	
William Tuson	1	1.0	
		1	Aes
Walter Van Brunt		1 3	
Nevada Van der Veer		7=3	708
Fred Van Epps		1 2	you
Carel van Hulst Anton Van Rooy	3	2 1	
Amond Mongow		3	
Venetian Instrumental Trio		3	yes
Elvino Ventura	1	2	200
Regina Vicarino	1	1	
Marx Vidal		1	708
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Berwick von Norden		-	
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Goo. P. Watson		6	
Weber Bros. Quartet		1	Aon
Frederick Weld		3	
Reinald Werrenrath Carolina Longone-White	2		
OULOTTING HOHEOTIGHHUITEG			

Whitney Brothore Cuartet
Marghall P. Wildor
Bally William
Not H. Wills 1
Archur S. Whitoomb 1
Prof. D. Wormser 1
Bossie Wynn 1

Zimmorman

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Milane

Mr. Holden:

Mr. Edison wishes us to arrange immediately to place a restriction notice on all of our phonographs similar to the one used by the Victor Co. on theirs. Elease let us have as early as possible the wording which should appear on a notice of this kind so that we can have thes printed.

11/4/12.

C.H.U.

Copies to Measrs. Edison: Dyer.

(Applana

Mr. Weber:

Please note that the Amberola V and VI oylinder mechines are not to have the silk beek of the Emill work in front of horn. Also that the use of allk back of grill work in front of horn on Amberola 1 and Ill is to be discontinued just as soon as it is possible for Schall to properly finish horns so that they will compare favorably with the finish on asbinet.

Instructions should be given the proper people in the shop covering this matter at once, and Mr. Delbeer should arrange to notify the trade of our action.

Such machines as are packed, ready for packing or assembled complete in cabinets having the silk back of the grill will be shipped in that manner, but all newly assembled machines in their cabinets should not contain the silk.

11/6/12. / C.H.W.

Copies to Hessrs. Edison: Dyor: Dolboer: Ireton: Wetzel: Goodwin:Hird.

CINCINNATI UT-00 FAST 4TH 8TH C H I C A G O

NEW YORK

ESTABLISHED 1896

# The Rudolph Wurlitzer Co.

"WURLITZER"

Everything Musical

ADDRESS MERLY TO DEPT. P

CINCINNATI November 6th, 1912.

Mr. Thomas A. Edison, Orange, N.J.

Hy dear Mr. Edison;-

in anniing row, he pen requisit returned hors, and I take cheaning an anniing row, he pen requisite a copy of one desards a return to the desards which desards a return to the return to the return the result of the various orders Instruments, we will be lightest to make you a special quotation on any instruments that you right be interested in, such as the Fittes, Clarioust and Double Sanses that you speck of when I saw you in foreage.

Ny brother, Nr. Howard E. Wurlitson will be in Now York about the 18th of Howenber and I hope that you may find it convenient at that time to liston to a demonstration of our mose instrument, the Wurlitson Orchestra, used at the Contury Theatre for the music of the draward production "A Sunghter of Reavon".

With kindest greetings, I remain

Very truly your

RHW: AW

150 Hillmide Avo., Bowark, S.J. 11/8/13.

a; dear ha. madevereft:-

I shall awate with interest the wine or heaving tron you that Mr. Edisor has established the recording equipment as his Laboratory and I shall hope by experimentation to determine some offects of tone color, passissiso, fortiscino, open tenas, brilliant and combre tones atc. that will be helpful to Mr. Sdison and valuable to no.

It is now then libely, however, that he has not costiculations single possible feature of all the marker of tone production are color in his extensive research, still, so while stills be gon his be to he an my experiments that he of value to him.

As a means of studying my own voice, it will be variable to me any way, and you I am very unknows to know the results of an absorpt as recorducking. I dight have good buck from the first and i might wook with faiture. I am impations to know. with all good vishes and in gratifude, single

nellovo ne. cours ever sincore.

SHD/HS.

Long Distance Telephone, 570 Oxford

## THE MUSIC TRADES COMPANY

The MUSIC TRADES

Edited by JOHN C. FREUND

EA PIANO & ORGAN PURCHASER'S GUIDE

BOSTON OFFICE 120 BOYLSTON STREET

BELBERT L. LOOMIS. Manager. · J. Parker,

Hoysuhar 11, 191

Mr. Thomas A. Mdison.

Oranga, M. J.

Dear Sir:-

Under another cover I am mailing you gardpy of a current number of THE HUNIC TRADES, containing a recent demonstration of your marvalous disc, at the l Building, this city.
Trusting same is satisfactory, and with

wishes, I am

Vary truly yours,

WJP-8

### Mr. M. R. Hutchison:-

### FOR YOUR INFORMATION

### FOR MR. PHILPOT

- 20 Cushing Bachines #594 -- finished 11/8/12
- 1300 Backing Machines #598 -- 1108 delivered to date -- 192 more needed -- going over next week
- 3000 Boxes #A/644 and 3000 Boxes #A/645 coming in from outside -- 440 received -- rest coming slong swiftly.
- 125 Resming Machine cuttors coming in from outside 75 received -- enough to keep Mr. Philpot going for months.

### FOR MR. H. H. SMITH - E.S.B.CO.

12 carbon theostats -- 50% finished.

### FOR MR. H. H. HOLLAND (LAB)

2 Special recorders - finished 11/14/12 25 " 11/12/12

### FOR MR. GRIMES - Gold Plating Outfit

- 6 Steel Plates #1/853 25% finished 6 Master Holders -- 50% "

### FOR ME. MCORE - Disc Equipment

- 5 Mould Pin Ejector Machines started 11/1/12 2 Sub Master Blank Moulds --- " 11/2/12
- 5 Mould Fin Ejector Machines Star ted 11/2, 2 Sub Master Blank Moulds -- 16 6 Mould and Disc record impacting Eschines )with microscope finished 11/14/12 21 Centering and ejecting attachments one finished 11/12/12

- 12 Varnishing stands started 11/13/12
- 1 Disc record ejector attachment for printing presses started 11/13/12

-2-

### FOR MR. KAMMERHOFF (small cells)

JRR/ES

ASS'T CHIEF ENGINEER

yo from

Referring to printed slips which we recently commenced putting in Blue Amberol Records.

Messrs. Dolbeer: McChesney: Goodwin: W.Miller: Ireton: Hird: Nehr.

The Legal Department have decided that we mak no right to print the words of songs without first obtaining permission from the publisher or copyright owner. Mr. Miller has interviewed 6 of the Publishers, with the result that 5 of them absolutely refused to allow us to print the words and 3 of thom

absolutely requires to the constraint of the con

description thereof.

Mr. Hiller will immediately interview all publishers for the purpose of obtaining their consent to use the words and will hereafter advise the Advertising Department on the record information sheets whether or not we are permitted to print the words.

Works. Mr. McChesney will also; immediately look over our present list of selections thus far issued and decide which ones, if say, are not oppyrighted or the copyright has run out, and such ones as are not copyrighted, he will advise Mr. Mehr and alige can be certinued with them.

Briefly summed up, the method to be followed will be as follows: First: On all instrumental selections we will continue

with printed slips as now in effect, with the exception that the words "copyrighted by" are to be added with the name of the publisher.

publisher.
Second: On all songs where we can obtain permission from
the publisher to use the words in printed from, we will print
the words on the stips. Here: permission cannot be obtained
to use the printed words, we will still use the althes giving
the name of salection, publisher, opportained and the selection of the single programs,
and a brief description of the single command the still place of the single programs.

As the Advertishing poly, record as to whither the words of

and a brief description of the soling its polyment, as the Advartising Dept. will necessarily have to obtain information concerning each record as to whether the words of the song can be printed or not, they will be responsible for the matter printed on the slips for each different selection.

11/16/12.

C.H. Wilson

Copies to Messrs. Edimon: Holden.

Mark Harris

Mr Thomas A. Edison;

West Orange, N.J.;

Brawley, R.F. D. R. #MEMIN 184. 12 1912 ... The

Honored Sir: Before me is the advertising circular sent out the Babson, cetting forth the merits of the special release anyour latest improvement, and offering to gitten interested free trial. I recently rend a description of your latest improvement, written by a reporter who had visited your force, and linese witnessed its workings. He claimed great improvement in sound, gir may interested by the self-sent self-

Hy school is to have an entertainment Thankegiving night, and we are to have the use of a phonograph on that enthat occasion, and hope to start our fund then. I would like the information herein a that I may saked A the more intelligently present the matter to our patrons and friends.

It may interest you to know that my boys and girls are greatly interested in you and your work. And one of the older boys is to
set forth our material blessings, and those who have taught the world
how to use them, as a cause for greatest thanksgiving on that day of
good cheer. You are to figure most prominently in his citations for
rejoicings. You are wielding great influence over a vest army of rising workers.
We will feel great thankfulness if you can take the time to

give the information asked.

Yours most gratefully, Thousan a. Dunham

المراث الم

Thomas A. Edison.

Pardon me for presuming to address you.

I wish to domark and the satisfactory completion of one of the satisfactory completion of the satisfactory complet

Dear Sir : -

Pardon me for presuming to address you. I wish to donker the unlate you on the satisfactory completion of one of your many takes that of producing a perfect phonograph. I gained my information from a newspaper article. I hope to own one of your perfected inapplets when they are placed on the market. I would be pleased to learn if they columbia and victor records can be played on your new phonograph.

In this connection, I wish to state that it has seemed to me that one of the greatest deficiencies of the phonograph is inavility to play a place two or more times successively without attention.

With your perfected machine, requiring no change of needle, it seems such an improvement could be worked out. It may seem presumptious on my part to suggest anything in this line.

I would think that the arm, when it reaches the point of ending, could be made to press against a trigger and thereby put in motion machinery which would raise the arm a trille, return it to the point of begining and lower it gently onto the record. The last movement would stop the suplementary amonitmey andat the same time react the trigger first named.

No doubt, Mr. Edison, you could work out such an improvement very asily. I would wish to own a phonograph with such a desireable addition.

In closing I wish to give expression to the hope that your life may indefinitely prolonged, that you may continue to benefit mankind with the products of your active brain and indouttable will.

I subscribe myself,

One of your many admirers,

Marnold

F.S. I am one of Uncle Samo letter carriers.



345 MASS, AVE., Indianapolis. Ind.

Mr. Thos. A. Edison,

Orange, N. J.

Dear Sir:-

My Dear Her Ripp. don't war you see what we are going

you please overlook the impudence of W111 this extraordinary liberty which I am taking in addressing a this extraordinary liberty which I am daring it am overstepping my bounds.

The right treak is in as much as a constant could be right treak in a much as I cannot help but test that in as much as I cannot help but test that I as much as I was the constant to the constant of the constan

I have been devoting these many years in making a livelyhood out of your products that I have gained some valuable experience. My efforts have carried me into many channels and branches of the phonograph business from which I learned a great deal and

the phonograph business from which I learned a great deal and which afforded me the opportunities for careful study.

You will no doubt recall that I am the man who had the honor to spend some little time with you this last summer. I am safe in telling you that I have spent in the neighborhood of about \$3000.00 visiting the principal cities throughout on the principal cities throughout on the principal cities throughout one of the principal ci mout on soout soud-to vastring the principal civise throughout out territory pumping peoper and enthusiasm into, not only the present dealers, but large concerns who were contemplating placing orders for competitive lines. I cam proud to say that they trusted and believed enough in me to wait until I could convince them that the Edison line was the best and only one for them to put in.

have been showed with praise and descript, every bit to fit or the you have accomplished with praise and descript, every bit to fit or and to report that all whe the set of the praise and the report that all whe the best they have ever heard of the kind, there is a very great and serious objection to the fact that there is a very great and serious objection to the fact that the names of the artists who make the records do not appear. There is an absence of the finer former number all order to nest the requirements the made and as queed of the finer to nest the requirement of the finer and durability of the requirements of the control of the finer to nest the requirement of the control of the finer and durability of the requirements of the control of the finer and durability of the requirements of the control of the fine and durability of the requirements of the control of the fine the requirements of the fine and durability of the fine the requirements of the fine and durability of the fine and the fine wonderful tone quality and durability.

As a proof of this I call your attention to two well to do people in our city who had withheld bydyng a Victrola until they heard the liso machine. Both of these people considered

suggested by me except 24 because they were next up to ney standord WE will present a Calabogus quos the names of over 100 cultury with patrails + trief deveription of will mention names afree wow Calalogues only when they are good surgers or not press again shall have a fair larger a better lest of sugar than it is parace



SON PHONOGRAPHS RECORDS AND SUPPLIES
345 MASS. AVE.,

INDIANAPOLIS IND.
November Twentieth
1 9 1 2

T. A. E. #2 -

it an education to know who the artist was. They foll like unless they did know it would be just like going to a thearte to see a fine performance and not know who the performers were. Imagine my disappointment when this fact alone amounted to so much that they deliberately passed up buying an Edison Disc machine and told me that if I could deliver a Viotrola with a certain number of very fine Concert Records, which as you know are must by the Victor words simply because I could give them to assurance that the artists who made the records would be known to them, they decided on an inferior machine and record which had these advantages.

"calamity hewler", on the contrary one who has gone ahead in the face of defeat for the past two years and stuck to the game, as face of defeat for the past two years and stuck to the game, as a subject of the game, as the face of defeat for the past two years and stuck to the game, as a humble suggestion to you, that we jobbers with a noutly having a field making our bread and butter out of this line should have every advantage that you can possibly give us to introduce this new line and I think that one of the greatest helps that we could new line and I think that one of the greatest helps that we could be been known opera pieces, such as the facts of the control of the greatest of the position of the greatest of the position of the greatest of the great

Hoping that you will accept this letter in the apirit that it is meant, namely that my heart is with the Mison line only and that I mean simply to offer a valuable suggestion to aid the line to the front as quickly as possible, and thanking you for the time you have honored me with, I remain

Yours very truly.

KIPP LINK PHONOGRAPH COMPANY.

It is the long delay and the anticipation of doing by things that has confunted the Edian dish so long, and he needs all the encouragement you can give him. FIRST PRESBYTERIAN CHURCH PRIL C. BAHRD, D. D., PARTON MEADOW CHOP MANAGER MA

Thos. A. Edison Phonograph Co.,

Orange, New Jessey.

Gentlemen:-

I have a record which was taken on your business phonograph, which I use in my regular sermentzing work, which was made by a little son when I have just lost through death, and wish to have it reproduced as the record its self has a crack clear through it, but it is still intact and by being held together by a thread wound about it can be held on the machine and turned, but fearing that it will break with much use. I wish to get a half dozen made from it.

can you reproduce their record if I send it to your office? If so please inform me of how to pack it for chipment, as you can imagine, I value it very highly as it is the only record of his voice that we have.

P. C. B.

Yours very truly,

C. D. V.

Phil C. Barrel

My dear Mr. Edison's The Shanglast might had spronged for the sound of the sound of the sound of the church her disk phonograph hereached the whole of future prosibilities from you in this line of work, he work marcellows and best records of the human voice, as well as if instru-

ments should in the future come only from your lastatory. In have really being sung by singers in the room with the budience So you are to greatly congratulated conquered the most obvious, as well as for your work toward the greater audible, problem of the old cylinder perfection of such a wonderful record by eradicating the disagreeable relationed to which is destined to suf-Trangy Sounds, which caricatures plant all vicious singue methods, and to teach young Americans any voice no matter how seantiful. The sound coming from the new how to sing by Emitating the machine is clear district and beautiful great singers. Thus we may be and therefore is most natural. all to have Carusos on Every start corner and Letrezzilio in every kitchen. Wishing you the glatest of success I have yours loen with my experience with voices especially in Colening to them, I would have thought, had I not known differently, that the sange from the machine were Trank J. Esig.

to gue my or any other living mans ideas Markewas MEADOW CPOFT. WA Boy 388. to be compared to. the oyaw great MEADON that we have the state of the state o genies link it has accured to me. now more that once. Mak if the same. record could be made with butone slight alteration this: - Lef at the leguing of the Record was perhaps to or won hand lead A played your New Blue amker of Gerands. that the flaging part of the necord . tuithout doubt they are suiff marfellows the same . at the evid again it would some un comfosition +. playing qualities . that slight grating sound which now takes far ahead of the Breakable Way Geord. flace beforegathe flaging commences + aflice ware worthy of the highest fraise. that it finishes , in most introduced in the finishes . can forsily he given . Though it is for me to went try. New I have nadablish you will think this indications on my hark.

but if this is impracticable I. would my much like to know, why. + I they that everone would agree that if a moor a just started off with the mucie sleft of the same way. outhalt ay gratery sound whatever. the would still be another slight unfourreach on the now. maruellous unuentions Sidney Thurson

New York City. Hovemby

Mr. C. H. Wilson. Goneral Panacer.

Thos. A. Edison, Inc. Orange .N. J.

Dear Sir:-

In Mr. Hardin's absence I desire to report the following callers at No.10 Fifth Aven e :--

Wr.Gunlock, Chicago, Ills. With a party of friends. Gave no address. Showed disc machine and they expressed themselves as very much pleased, Er. Gunlock acting as spekesman. Thought it the best phonograph work yet produced.

H.Lichtonstein. 215 West SCth.St. N.Y.Gity.

Expressed satisfaction with disc machine; Was reticent but stated the more he heard it the more he liked it; impressed us as a dealer or salesman for machines, and seemed very familiar with this class of mechanism.

Edward F. Fofretty. Ridgewood, H.J.
Galled with another man whose name was not given,
in the interact of a line, W. R. Spelman, Ridgewood, H.J. She
owns cylinder machine; demonstrated disc to McGratty very
enthulastic; said never heard music like it; personned it "a crackerjack instrument"; stated would make a good report to Ers. Spelman.

Mr.Chevrier. U.S.Dist.Court. Trenton, N.J.

Called on invitation of Mr.Madison. Very much interested and pleased with machine; satisfied it was the hest; states he will have one within a short time-poscibly in three months.

H. Friedlander. 940 Tiffany St. "Tiffany Arms". How York City. (Not to be at this address very long). Cwns a Victrola; soon as possible wants to get rid

of Victrola; wants to buy an Edison disc; thinks them wonderful, beautiful tone.

H.A.Janleo. 60 Test 182nd.5t. K.C.Bennon. 10 Most 130th.5t. New York City. derful and the hest phonograph work; suggested would call again.

Yr. C. H. Makeen. Geni. Tanager. Thos. A. Edicon, Inc. Orange, M. J.

Callers today at No.10 Fifth Avenue;-

Fiss. A. Howell. 50 Pineapple Street. Brooklyn, N. Y. (Interviewed by Mr. Delbeer) Demonstrated disc machine and pronounced it "wonderful".

New York City. Povember 27t

(Sent by Reginald P. Cross D.C.Spruance. Baltimore, Md. (Interviewed by Fr. Dolbeer) (Consolidated Gas & Elec. (Co. Demonstrated disc machine and very enthusiastic.

Dr.G.B. Pfoutz. Salt Lake City. Utah. (In the interest of (Interviewed by Pr.Dolbeer) C.C. Clayton. Demonstrated disc machine and very much pleased.

Dr. Somers. L.I. State Hospital. Flushing, L.I. (Brought in by Dr. Lacy, Kings Park State Hospital, Kings (Park, L.I.)

Come in in connection with Dr. Macy's experiments with phonographs for hospital une. Dr. Somers gave no expression of opinion, but seemed very much interested. Dr. Macy pronounces disc machine the best machine yet produced.

Mchahan

bring lang

CHANCERY CLERKS OFFICE
CHICKARAW COUNTY
CHICKARAW COUNTY
CHICKARAW COUNTY
CHICKARAW COUNTY
CHICKARAW COUNTY
CHICKARAW COUNTY
CHICKARAW CANTON
Hon. Thot. Mr. Malson
Const. M. J.
John BarTy Denr 37:-

I am not sure that you will cive as the indirect that I want, but I was reine to ask you any way to have a surtette of 10 le Velces here in out Town and we think we can make your road music, just to be berimmer, and we have been using your Edison Grephophone in Reproducing some our talent on blank while me can easie, but we seem to lack some socret to this art, and as a consequence the velces are not distinct and load as on some of the records imported here. Is this a socret method by which those velces can be reproduced load and slear? and can it he bought if so would you kindly tell me what it is and the price, and I will be glad to may you. Is there some kind of a solution through which the records are placed just after being made, to harden them?

I am inclosing you a stamped rolf addressed envelope for your reply, and I wish to say that we have two dozen blank records weiting on your reply. If I am resuming in writing you in this regard, kindly excuse my ignorance and answer any way.

Yours very respectfully,

Plumo. Dollar (22) Thou up how meany of new Disc Replans do your went to fill the California order wees it 16 or 18 or Coleat

So Cai. more ho Ca. 3

Pai Phe Co. S. 7. 3

3

3

21

Live

# The Modern Historic Records Affociation

## The National Arts Club, 14 Gramerey Park

New York City

December 2, 1912.

Fion. Robert C. Morris
Dr. George F. Kunz
Hen, John Barren
Col. D. L. Brainard, U.S.A.
Alexander Kenzula-ER.
Louis Mannfield Ogden
SECRETARY
William Trowbridge Larned
DIRECTORS
Alexander Konta.

HON. PRESIDENT William H. Taft, President of the U. S.

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INCOMENTATION

Market Veren J. Dewling
Mil.-Gen. F. O. Creat. U.S.A.

Miller Veren J. Dewling
Miller Veren J. Dewling
Miller Veren J. Dewling
Miller Veren J. Dewling
Miller Veren
Miller J. Dewline
Miller J. Dewline
John G. Alex

Dewline J. Sine
Miller Miller
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Miller
John G. Alex

Dewline J. Miller

Miller
Miller
J. M. Lamed

William T. Dewline
J. M. Lamed

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Miller

Alexader Konte
Cad. D. L. Bestandt

J. M. Lamed

Miller

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John Centro Dana Reger Foster Charler R. Lumb Dr. Aryad G. Genter Joseph Rowen Joseph Rowen Dr. Smith St. Little W. T., Lumed A. S. Van Western Edward Flagman Fall W. T., Lumed A. S. Van Western Edward Flagman Fall W. T., Lumed A. S. Van Western Edward Flagman Fall W. T., Lumed Andre Dillon Joseph Edgar Camberlin Green S. Johns John During Michael E. M. Crawah Alfred A. Code Lusis Mandeled Ogden Joseph Edgar Luming Michael St. School Joseph Edgar Michael Alfred R. Swoders Alfred H. Swoders Herry Cellin Width Mr. William H. Meadowcroft, Edison Laboratory, Orange, N. J.

My dear Mr. Meadowcroft:

Vo con

Will you please convey to Mr. Edison our great appreciation of his courtesy and kindness in providing us with such an interesting feature for the program of our Annual Heeting. Hr. Hayes and his assistant fulfilled their part admirably, and the distinguished audience present was greatly interested in the demonstration of the new machine and in the explanation of the discs and their great value to our Association for purposes of permanent record.

As you probably know, the discs which Mr. Edison promised to present to the Association for its archives have not yot been delivered. I trust that you will bear this in mind and provide us with them at Mr. Edison's convenience, keeping in mind that, so far as it falls in with his own wishes, we particularly desire that these discs shall be records of a significant nature. I regret that you could not be present at the meeting. I was very much interested in what you could meet of the action of ink on certain purchments in England, and I hope to keep in touch with you.

Sincerely yours, W. T. Sec'y of the M.H.R.A

ME-There are some more last well. In soil for mant this reports Atour 12/0/12

J. G. Sot Die

New York City. December 3rd, 1912.

Mr. C. H. Wilson, General Manager.

Thos. A. Edison, Inc. Orange, N.H.

Dear Sir;-

Callers at No 10 Fifth Avenue today;-

Mr. J. B. Carruthers. Kingston, Ont. Canada.

Demonstrated the disc machine, the tone and appearance of which elicited expressions of his pleasure and approval.

Er. A. H. Walker. No.387 Clinton St. Brooklyn, H.Y. Demonstrated the disc machine. Very much pleased with tone; wonderful reproduction;

Yours very truly,

Percy J. Morg

My Drawn

M.Y. City. Documber Sth, 1918.

Pr. C. Milson, Margar.
Marcal Managar.
Thomas A. Edison, Inc.
Orango, N.J.
- Pa.16 F Callers at No.16 Fifth Avenue;-

Docember 4th. 1912.

Thomas Chelmors. (Edison singer). Pleased with tone and disc machine. Referred to scratching of "Evening Star".

RECEIVED DEC 6-1912

ing of "Evening Star".

H. Penkoritz. Representative of Hetropoliten Talking
Called with two Criende, one a
Machine Company.

1319 Fifth Avenue. violinist; very much pleased

with music: Pr.Berkovita vory much interested in the indestructibility of records; violinist very much struck with the violin reproduction of disc; are coming again when they have more

tion to the time of ti num ours was cost. However this washen disc super-for in tone-pleased there was no sentening thinks we will be handleapped by "lack of nrists! Frederick Heer. Sencility L.I. Vory much pleased with machino (disc) struck with fact that the metallic nound is missing from disc reproduction; "pleased and gratified" to hear the meditive.

machino. F. Horry Hall. 7 Prospect Drive. Yonkors, N.Y. Struck with the mechanical features of the motor;

before with the monanical leatures of the motor; also of the construction and work of the reproduct also indestructibility of record; tone "magnificent"; said if "person mants good music would be very handicapped on account of Edison paucity of first-class artists".

December 5th.1912

1912. J.C. Router, 179 Johnson Ave. Newark, M.J. Gelng to buy a Victor; called at Roid & Dawson, Newark; Gelng to buy a Victor; called at Roid & Parson, Newark; friend adviced thom to call hore; very much pleased with work of disc machine; intimates he will purchase our machine.

our machine. (Pr. Solomon, Produce Exchange. (Friend of Pr. Leeming) (Pr. N. C. Pitmen, East Orange, R.J. The latter about to buy a Victor; interested in tone,

reproduction; mechanisis (stopping device); are coming again.

E Market !

Messrs. Wetzel, Hird and Leaning:

Dec. 6, 1912.

Referring to Mr. Weber's memorandum dated
December 3rd, concerning Amberola V and VI, elso Disc A60
and A60 machines, I note he states it is only a case of the
work being closely followed up through the shops in order
to bring these machines through at the time he mentions.
You should therefore pay particular attention to these
mechines and the parts necessary therefor, and if any delay
does occur, bring the matter to Mr. Weber's or my attention.
If necessary, a special man should be designated to follow
up this work.

OHW/INW

C. H. W.

(Copy to Mr. Edison)

RECEIVED DEC 9-1912

Now York City. Done ber 7th, 1010.

Fr. 0. W. Wilson, deneral Manager, Million, The Orange, F.J.

callow at Fa.IC Fifth Awares, Bergabar

oth,kolo.

Pr. C. O. Stavens, 2013 Benjam Ave.
Brillaneri, frum.
Duspetreted Her modified and he reastered to all places; its suppression was "monderful."

th. George Calleign. Sic Front Stavet.
For Very Risk.
Disc descendent Printing Whostly placed your
Luck interested in temperature of a continue of the continu

My Dolland

WALTER F. CROSBY "THE UNADILLA" (Tel. 651 Corners ) 128 WEST UTH STREET. NEW YORK CITY. Parante Tel. 1314 Contact

Orange, N.J.

We no fourth phend with the contract of man-

Dear Sir:

Presuning upon our acquaintance of many years ago, when I was manager of the Roosevalt Organ Works and we jointly exhibited, in Irving Hall, your phonograph and our organ for Rome, Italy, I write this letter on a subject which may interest you.

I have known intimately for some 20 years a French engineer of the highest standing and character, Mr. Louis Chevrillon, both in this country and France, we both having interests in Mexico, though not even remotely together. He has just written me from Mexico City in regard to a candelilla wax enterprise, in which he is interested, and asked me to submit their product to your Company and, if possible, obtain some data relating to this country's consumption of the commodity. I am not at all acquainted with the wax industry and my information all comes from him, but can be implicitly relied upon.

I am sending you a sample of the wax, which will be manufactured in Mexico from the candelilla plant which thrives on the plateaux of that country, and a copy of Mr. Sanders' analitical report on the product, both sent me by Mr. Chevrillon.

This wax has the identical properties of the Carnauba wax of Brazil, which your Company probably uses extensively, and which Mr. Chevrillon tells me soils et about \$50.00 (U.S. Gurrancy) per kilogram. In a few months the Mexican Company expects to reach an output of between 500 and 1000 kilograms per day and to be able to undersell the Carnauba wax.

If your Company would be interested to investigate and negotiate for this wax I will be glad to do all in my power to aid to that end, though I am only interested to the extent of friendship. I would be glad to call on you on this subject if you care to give me an appointment.

Will you do me the favor of advising me about what is the annual consumption of such wax by your Companies and, if possible, what you would guess as the annual consumption for the United States, including phonograph records, varnishes, shoe polishes, manifolding supplies, insulation purposes, etc.

I hope that I may soon hear from you and that it may result in our meeting again.

-70 J. Banky.

## [ATTACHMENT/ENCLOSURE]

### COPY.

I have examined a sample of crude cundelills wax , which was submitted to me for analysis, and beg to report as follows:-General characters?

The carried was a specimen of unbleached wax, of a chocolate-brown colour hardt and brittle.-

Composition:

Water. 0.16% Extraneous matter 2.16% Wax. 97.66%

The extraneous matter was found to consist of earthy matter, mixed with some plant tissue and bits of bark.

The wax on examination was found to conform to the composition of a natural umblement product, it contained no added resin, such as is sometimes found as an adulterant of commercial waxes. It gave a positive reaction with the Liebergann-Storch reaction as all natural umblement candelilla waxes do, but as in the case of the latter was found to consist of hydrocarbons (principally Hentriacontane) higher alcohols and derivatives of those, its contents were:

Density at 15° C 0.985 Melting point 72°.0 C Solidifying point 66°.5 C Iodine value 15.8 % Saponification value 45.89

Signed: J. Mc. Connell Sanders

F.C.3.

Mr. Edison:

1900)

The following masters and samples of disc records were delivered to Wurth, via Colt's Express, during week of December 2nd to 7th, 1912.

SERIAL NO.	TITLE	Masters	Samples
2026	TROVATORE The vows we plighted C. W. Harrison	2	0
2027	GIOCONDADaughter Thy Step Kimball, Spencer & Chalmers	2	1
2028	TROVATORE Home to our Mountains Spencer & Anthony	3	0
2029	SAMSON AND DALILA-My heart at thy Eliz. Spencer -	voice 2	1
<b>★</b> 2031	AVE MARIA Mrs. Staats	- 3	0
2032	BALLO IN MASCHERA—King of Shades E. Spencer	3	0
2030	TOSCALove and Music Agnes Kimball	3	0
2033	TROVATORE—At thy mercy Spencer and Anthony	3	, 0
2034	TROVATORE-Oh Joy he's saved Kimball & Chalmers	3	0
2035	MIGNON-Dost thou know that land E. Spencer -	3	0
2036	RIGOLETTO QUARTETTE	1	0

W. H. Miller

12-9-12

65

(DEC. 11-412

For York City. December 10th, 1910.

rr.c. Howallson.

General Monagor.

Callers at Fo.10 Fifth Avenue,

Fr. F. Jindepoth. We.138 Quincy St. Procklyn. Very much interest in disc medine; "countiful";

J. J. C'heilly, 361 71st,51. Perchive, F.Y.
"I dent worder the Victor pre twinsing the price per that I've herd this. The economic price on the market the scene the Rilses will leve cambber curture?"

Armee Mimbell, (Riigen Singer). Very much pleased with the sachine.

Yours very Car,

( Mary

Ja . 3 PJ

RECEIPED DEC 12.732

M.Y. City. December 11th, 1918.

Er. M. Tilcon. eneval Manager. Thos. A. Edim, Inc. Oceange, E.J.

Oranga, R.J.

Dear Sir;-

Dr. John Runns. Skaneateles, R.Y. Smalled His medium; were such interested and planted; delimined with tone; thinks we have a "memberful" medium.

Mr. L. Gramor. Ec. 1007 Sant 16745. St. M. V. Gitt. (Prought in by Er. Furtis, Flora We reported no-

contly)
Un Gener delighted; expressions-"monderful" perfect tens "Emet's better than Victor"; see he will not purchase Victor as he introded. Hundle than when each in hore by a Victor singer. says they were sent in here by a Victor singer who heard our machine here selection are and teld them - "You better see the Edison before you buy".

L. Chevelier Greenmeint (dealer) Dr. Wygant. Bedford Ave. near Poun St. brought in

Dr. Wygent very much piesend with tene procedu-tion and the meeting in the critical remainment that be will purpless a \$Cot.00 median when on the manual. The excuse the bestern.

Yours very truly,

(Chroning)

Mr. Dodd:

Dec. 11, 1912.

Confirming our telk this morning I understand you have now refined 23,959 lbs. of 2-minute record wax, from which you have recovered 13,158 lbs. of material (Steeric and Gerestal) which can be used in making Diotating Machine Blanks and 2-minute Blanks such as used by the I.C.S., and that this material is worth to us, after deducting cost of refining, etc., 7 2/3 \$\delta\$ per lb., or equivalent to 4 1/5 \$\delta\$ per lb. for the old 2-minute record wax.

It would seem to be profitable to continue this process, but the demand for the blanks for which the material can be used is so small that the quantity thus far refined would lest us about two years, and as we have at least 500,000 lbs. of the 2-minute sersy wax or old records on hand, some other use must be found for it.

As at present refined, it commot be used for the Master record wax, but in view of your statement that by furthey refining there is a possibility that it can be used, you will please continue with your experiments and ascortin definitely whether or not it can, and advise me as to results.

If it cannot be used for Master record blenks, we will endeavor to dispose of it in its present condition, by simply melting it up and molding it in squares, but so far we have been unable to get an offer of more than 1\$\text{\tilde{a}}\$ and it in this shape, and although we are still looking for additional markets and a better price, we may not be able to obtain them.

Fleese go shead with this refining for the Master record blank experiment as rapidly as possible.

ONE (INF C. Deening and Redfearn)

The Edison

) am opposed to functing draph ragins to the Trid-without links attached.

Have you any instructions in respond to the mention on this ground when your programmer as available for the rolling Arable.

12/12/12.

## (INCOMPLETE)

Put

## SCIENTIFIC AMERICAN

MEATOW CROFT.

DDRESS ALL COMMUNICAT TO THE SCIENTIFIC AMERICAN

Say that at present Line 45th Broadway New York.

Earnest advantage for the worth or 10th, 1912. Use Court account colored the growth we have we can't challen Orango, Now Jarony to Leemane the Conquition

T. Edison: Clien stant up our adverting a cocce Clien stant up our adverting Dear Mr. Edison:-

Edison, Inc. and consequently vitally interested in the development of your business from a financial as well (s from an inventor's standpoint, I submit the following:

The text matter presented to the Scien tific American subscribers carries with it the firm co viction of our highly efficient Editorial Staff that (t will be read with real interest. Of course, such is the belief of every reputable publisher.

When we devote page after page to the inventions of Thomas A. Edison there is, then, only one reason for our doing so, that is, to retain our readers' full interest. It is certain that Scientific American has devoted much more space to your inventions and products than has any other journal having a general circulation. Granting this, Scientific American ought to be one of the very best advertising mediums for you to use; for surely it is an economic plan to advertise to the man who is positively predisposed toward a given product.

While you have shown me a record of unfilled orders for the Storage Battery which makes it seem inadvisable to go after additional business at the present time, yet advertising from an insurance standpoint is a thought ever present in the minds of many advertisers who are in exactly the same position that you are in.

The Edison Business Phonograph would unquestionably appeal to a large majority of our readers as a glance at the enclosed analysis of our circulation will show.

The Phonograph, appealing as it does to men who have a taste for good music and who desire to gratify ya. 8 . m A 0

Mr. & diam

New York City. December 12th, 1912

Er. C. E. Goodwin;-Thoas. A. Edison, Inc.

Orange, N.J.

Dear Sir;-

A Miss. Thompson called today, representing Miss. Babbott.

She thinks our time is the finest she has to feel the surely of the total that it is great satisfaction to feel the surely of the tember to the discs. His concept is looking for a phonograph as gift for the finestans, and wents to pay about \$75.00 or \$100.00. The seemed interested in the \$60.00 machine and the \$125.00 or other.

She maken the statement that her Victor does not do the correlating that ours does not need to dealers to easy it my, and did so after each disc to the correlation of the correlation o

She is to report to Miss. Babbott and to let us know later what will be done.

Yours very truly,

Peray 3. Morgan

RECEIVED INFC ( 3 G)12

D.y. City. Documber 18th, 1918.

Pr. C. H. Wilson. General Manager.

Collors at Fo.10 Fifth Avenue today;-

W.V.A.Papaoll. 455 Penn.Ave. Techington, P.C. (Shooud call. This time with his wife) Very much placed with machine recults; will weit till Inter.

Tice. Thompson. Representing Tice. Method: Thinks the tops superior to saything the has been departed by the tops and the top the saything the has been departed properly. But a superior to present a gloomy push on agifty must be pay from \$75.00 to \$100; for interested in \$105.00 cabinet;

A. D. Papanehock. Phermacist. U.S. Yavine Mespital.

Blis Tolerd.

Very much placedistruct with tene and reproduction

Rivardo Calcaña. Called with friend who cally choice (Mannich; Cape Mist about trouty-live years ago, when Edicon phonograph was presented in consultant he placed an address of welcome on a reactive ment that but few capter of this process of the capter of the control of the member, this or which we capter of the capter of . work;

Sherman Square Notel.
Prondray and 70th.St. Now York City.

Caracas, Venezuela.

Yours truly

(Chrone Mark

WALTER F. CROSBY

128 WEST 11TH STREET, Person Tot. 4314 Contact

Der Siri

I have your favor of the lith interface when the lith interface when

However, what I thought would interest you nowver, what I thought would interest you must be the large amount of that work which your electrical companies must do. In that connection a lower price than the present market, for an equally good product with assured deliveries, would certainly result in a large saving to such companies. Would it not be good business to refer me to the buyers or investigators of your electrical companies where insulating is done, with a view to their looking into the subject and the probable saving that would result?

W. J. Grosly.

CHVEDOLD \*DEC 1 4::02

r.y.city. December 13th, 1918.

maral Manager.

We

Done Sir;-

Collogs of Mo.10 Pifth Avenue teday;-

Blian Schimpel, Po.100 Yearsouth St. Morank P.J. Yeary much planes of the setting work of the continue; and specially planed with the high mater in the world lone.

R. Poshland. 1512 Runedway. Prociding. Your much placedd with every ding; fillyormen signed him up as declar.

F. R. Devideon, Postelnie, P.S.
Appeared place of Eut Tould not emprous ideaelf

Rich Moroll, Gio Publist Pilg, Wille, Pe.
[TSSSpried Seglings, Arcticolist by cours, lady]
In Crimos of Victor Judger at Publicated
libed Victoryrold ours for "scutteri" "sendenthi
aurit of toom pecualtime peculial in sociut the
Police ourself, or mich we have not a copy.

Yours weny faulty,

Margaret & Mary

CABLE ADDRESS "RENOLAIGH"

## REYNOLDS, RICHARDS & MCCUTCHEON ATTORNEYS AND COUNSELORS AT LAW

68 WILLIAM STREET

OLIVER C REYNOLDS GEORGE H, RICHARD VICTOR H, HT CUTOR

MEWYORK December 13, 1912.

Auf Mathons Want with

hundred Karaman warming

Hr. Thomas A. Raison,

Orange, New Jersey.

Stock hand no walnum

Dear Sir:

Fatate of John C. McCutcheon. Our client, the Fatate of John C. McCutcheon, owne thirty-six shares of the North American Phonograph Company. Upon making inquiry in New York concerning this Company we were informed that you are a large stockholder. Will you kindly inform us what the names and addresses of the officers of this corporation are.

Thanking you in advance, we remain

Ley nold Richard Mitalchen

Pla Mr . Joney

Hr. Redfearn:

Dec. 16, 1912.

Replying to your memorandum of the 10th, £6vising that Mr. Ireton had in in-uiry concerning a reproducer or some other means by which was records can be used
on Amborola and other stationary arm types of machines, there
are only two ways by which this can be done: One is for
them to buy a new Hodel "I" reproducer, which was used at
one time for playing the soft records; the other, to devise
some means whereby the Diamond Reproducers can be used for
this purpose, and concerning the latter, Br. matchison advises he is now working on a device of this hind along
Im. Báison's ideas and hopes to make tests with it within
the next few days. If it works out satisfactorily, we can
doubtless errange to supply them for the purpose required;
if it does not, then the only thing to do is to resort to
the Hodel "I".

I would hold up enswering all incuiries of this nature for a few days of least, or until we hear further from Hr. Hutchison concerning it.

(Copies to Messrs. Dolbeer, Ireton and Hird)

The record

11 E 11 O.

v.v.osty. Double WARE TELEVISIO

ry. c. r. Tilada, danewal M. 1930. dalaye at Me.ic Pict. Avenue tedage

The A. H. This. Price Heart There or, Triple Br. (1998) April 1999 (1998) April 1999

to this would control of the limited Condo.

An Alf the marry the undiled of the election of the strength of the control of the strength of the control of t

6. S. Fitchise. You love Internal Art . T.Y. Gits . The manufacture Valley is a Valley in a Valley in the Manufacture of the manufacture of "Love Valley in the Manufacture of the Compact of "Love Valley of the Manufacture of the Compact of the Valley of the Valley of the Compact of the Valley of the Compact of the Compa

The Toler R. Booth. (16 Cf. Templer Are. P. W. Gir. Account and partition in the large of the County and Survey County of the County and Survey County of the County of the County of the Cf. Survey Cf. (1) and the Cf. Survey Cf. (1) and the Cf. Survey Cf. (1) and the Cf.

The following any detendent your- Maries the actorners I received a there were received in the market in shorty of the mariest function and the fine the following the filter of the receiver the rest for the first of the receiver the rest receiver the first the rest receiver the first the rest receiver the first first the rest receiver the first receiver the receiver th

Yours very trady,

Markey

Peray 3 Margan

RACEIVED 10EC / 81912

M.y. Clim. December 17th, 1910.

Mr. C. M. William. Granual Margares.

college at Fo.10 Wifth Avenue today;-

The A. R. Defector, the Migram Stated.

Your much shaped state that the caption and properly the caption in the first state of the first state of

Pr. A. J. Betr. Bilers Stepars Betham.

Commission

Use the discount for The underlying at One trayesled to
see the discount state of a media symbol. The
SECO.CO disc along the the ments.

Yours when truly,

Mychan

December 17, 1912.

kr. Dolbeer:

Hr. Hope has already reported on his demonstration at the residence of Mr. E. L. Howe, the general manager of Marchall Field & Co. Retail. In a conversation with Mr. Howe the following morning, the latter expressed considerable disappointment concerning the surface of the records, but said he was convinced that Mr. Edison would be able to correct this trouble. He promised to get a Victrola and put it in the same room alongside of our instrument and compare them. When he does this, I think that he will have less to say about the surface noises on our records.

One of Marshall Field's people is criticising our cabinets. This criticism does not strike we as being a valid one and apparently Mr. Howe does not attach much importance to it.

Mr. Howe says that he is not yet ready to give us his opinion of our new phonograph, and will not be until he has had it in his house for two or three weeks. He says that he expects to invite a good many of his friends to hear the instrument and I have no doubt that their opinions will influence him considerably.

It must be confessed that he does not manifest a great degree of enthusiasm. However, he is no well schooled as a business man that you could hardly expect him to show enthusiasm over an article for which he expected to later attempt to negotiate on the most favorable terms.

MM-VH

C. C. to Messrs. Edison, Wilson and Goodwin.

:46 bes

Mesers. Weber, Hehr, Traphagen, Waterman, Wetzel, Leeming, Hickel,

Referring to Engineering Department Notice No. 1940, dated Dec. 18th, wherein instructions are given that diamond reproducer points for Cylinder reproducers are to be shaped at an angle of 50° instead of 50° as heretofore, the following method of production should be followed:

Such points as Trephagen has in his department in various stages of completion have been roughed out to the 60° angle and consequently will have to be finished up at that angle, and can be used for Cylinder as well as Disc reproducers until such time as the 50° stones commence to come through, after which all stones roughed out for 60° should be completed and held in stock for Disc reproducers only, and those which are then brought through at the 50° angle should be used for the Cylinder reproducers.

Beginning immediately, Hr. Mehr should rough out 75% of the stones at 50° angle and 25% at 60°, and frephagen should finish them up in the same proportion. This will necessitate Traybagen's changing over a sufficient number of his grinding machines to bring through 75% of the stones at the 50° angle.

As we have a large quantity of the rejected stones on hand which cannot be used for the  $60^\circ$  angle but can be used for the  $50^\circ$ . Behr should immediately start work on them and hereafter from all new lots of stones received he should utilize the larger ones for the  $60^\circ$  angle points and those of the smaller size for the  $50^\circ$  angle points.

In making out his weekly reports, Wetzel should hereafter designate the quantity of  $50^\circ$  stones finished or in process and also

the quantity of  $60^\circ$ , as it will perhaps become necessary a little later on to change the proportions above indicated.

Traphagon will have to arrange in some way to keep the stones of the two different angles separated, so that the  $50^\circ$  engle stones will not get in the  $60^\circ$  angle holders.

If this matter is not thoroughly understood, please see

me.

OHA/IAM

C. H. W.

Dec. 19, 1912.

Mr. Dolbeer:

Referring to Mr. Edison's desire to reduce our traveling sales force and arrange with jobbers to place an additional salesman on a cooperative basis, the plan will be as follows, and will have to be worked out and in each case arranged for by you personally.

- To begin with, cooperative plan is to be with exclusive Edison jobbers and only such ones of them as do not handle other lines of goods. If we find the plan works well, it can be taken up with those handling other lines later on under a different arrangement.
- 2. Wherever possible and agreeable, our salesmen are to be turned over to the jobbers and become the cooperative men. Where jobbers went to select their own man, such men must be satisfactory to us and must also come to factory to be schooled by us. Expense to factory and return, also expenses while here, to be equally divided between jobber and us.
  - 3. Cooperative salesman to render to us copies of all orders, reports, letters and expense accounts sent to jobber.
- 4. No regular salesmen of the jobber to be discontinued because of the addition of cooperative salesman.
- 5. In addition to cooperative salesman, jobber must employ a sufficient number of other salesmen, at his own expense, to properly work and attend to the practically exclusive territory which we allow him.
- Cooperative salesman is to work on Phonograph business only. Should the jobber want him to work on other lines or not devote his entire time to Phonograph business, a special ar-

rangement will have to be made whereby the share of expense we are to stand will be less than one-half.

- 7. Worked on the lines above indicated, we will stend one-helf cooperative salesman's salary and orpenses and jobber will stand one-helf; advance expense money to be supplied by jobber; jobber to render us weekly a statement of total expenses and salary of cooperative salesman and with same send us a bill for one-helf the amount shown thereon. Our one-helf will then be paid by rendering credit to the jobber or sending him a check, whichever way can be most satisfactorily arranged by you.
- 8. In addition to such cooperative salesmen as we have in the field, you should pick from four to eight, as requirements may seem to demand, good field mon and assign to each one a certain territory over which he is to have supervision, the duties of such field mon to be to cell on jobbers and dealors to see that they are carrying sufficient stock to give us suitable representation; that the jobbers and dealers how they are carrying sufficient stock to give us suitable representation; that the jobbers and dealers how they stock, exhibition rooms, window displays, etc., should be arranged; instruct jobbers as elemen how to handle their trade; to set as our direct representatives with both jobber and dealer; and to see that our interests are being properly taken care of.

<u>NOTE:</u>- It is barely possible that later on a corps of four to eight well qualified repair men will also be sent out by us on a cooperative basis, working somewhat along the same lines as cooperative salesmen, but we to stand their salary and the jobber or dealer with whom they are working from time to time to stand their expenses, and this is a matter you should discuss with the different jobbers when taking up with them the cooperative

selemen proposition. I do not see how, with the repair men, we could stend one-half of the calary and expenses and the jobber the other half, for the reason that they would probably be constantly on the move from one jobber or dealor to the next, and it would therefore be impracticable, if not impossible, to work a division of the expenses in the same nonner we would with the cooperative salesmen, who will repair personnetly with one jobber.

The matter of arranging for the cooperative salesmen should be proceeded with as repidly as you can arrange to see the different jobbers and take it up with them personally.

(Copies to Mesers. Edison, Maxwell, Goodwin)

lers at Po.10 Fifth Avenue.

## Macanhar 18th, 1910.

A. Netsel. No. 30 N. Sust. Avenue, "Precision. N. Y. Very much placed with Landlane; fone, reproduction rto. Came to see rights. In to see Silvermon.

A.C.Delo, DE Pourou Ci. Cleunistic N.I. Vong and released with a time week of coline; specially the Ligh School

P.S. Agnam. EC South Cl. For Your City.
Timered with sandring/pulse bitims with the "Compour critists" identication projutions along this line.

Honey R. Counter. Confloid Rabber Company.
To Charch St. Fer You'r Gitg.
Rather non-admittal; ploned with Lacking horavor; did riete his pleasure with tens.

#### Discuster 10th.1012.

E. A. Teens, Tenses, V.Y. Elivergen siened bis up as a depler.

c. w. D. Coffin. TO Pench St. Cumpe, N.J. (Collet i response to Gord) V re much placed; states at ; "Th'embt also better machine than the Victor".

P. N. Moincke, 6045 Ridge Boulevard.

By Ridge M. 12.

Has owned Extraor in 12.

Has owned Extraor in 12.

Germany; manted to by either Edison "Amberol" or Victor; says now it to an Edison "isc; states; "You have the Victor beaten hollow".

Yours very truly,

MARINE

1 Pater Come

A PROCESSED

E M O.

N.Y.City. December 20th,1912.

Mr. C. H. Wilson. General Manager.

Callers at No.10 Fifth Avenue today.

Er. Henri G. Chatain. General Electric Co. Erie, Penn.
Has had Victor and Pathe machines; considers

Has had Victor and Pathe machines; considers ours "vantly superior" to anything he has seen; his repeated phrese was "marvollous"; says in near future he will see us again.

Yours very truly,

My Expect

1912 Plan - many.

Dec. 21, 1912

x

Hr. Wetzel Hr. Waterman Hr. Lunson

lir, Petrowitz

Er. C. Weber

Er. Kopp Er. Litchell

Mr. F. Driscole

Mr. Ellis Mr. Morris

Mr. T. Devino

ir. Riley Hr. Davies

Floase note that the Disc cabinet, Louis VI design, owing to the front post projecting over the body of the cebinet, leaves the space for the motor the same size as the A-200 type and the first sample machines which have been sent to the Boston Exhibition were fitted with a single barrol motor. This machine, being sold at a higher price than the A-200, must have the best notor and therefore these machines must have the same motor as the A-250 and all other machines which are sold at a higher price.

Arrange to equip all of those cabinets with the A-250 motor, being made with two spring barrels, and having ciling device.

The cabinet will not take the other parts which go with the A-250 cabinet and it to therefore necessary to use the A-200 supporting bracket and the A-200 swinging horn, and an entirely new special friction rail,

We have just fitted up a complete machine which is to be shipped to Frank B. Waite, Morcoster, lase., in place of the \$250 machine which ir. Waite purchased at the Boston Exhibition and to which he objects now, for the reason that the cabinet is not fitted up with the highest priced motor.

FW/BB

F. Weber

Copies to Mesero, Hird, Redfcann, Dolboor

LUESTE

Mr. Wetzel:

Dec. 27, 1912.

Hereafter all Disc Dismond Reproducers are to have the ivery button attached to disphragm by three pins similar to the way they were fastened on some samples recently submitted to Mr. Edison and which he has now approved.

All reproducers in stock should be changed over so that the ivory button is fastened on with three pins.

Wee that such people as are interested, other than those to whom I have sent copies, receive proper instructions concerning this matter.

CHW/IWW

C. H. W.

(Copies to Messrs. Hird, Waterman, Leeming, Edison

I think we should me good to theman who bought Thefipso muchine Gy making how an aller Big \$250 CCackwork. Why not otop making reacca subject 450 Clockwork 4 the cocamet so the long ! does in the roomer its done the leccer - its a fraud leter way -150 to /a6 50 ocling perolem



## MEMO.

N.Y.City. Docember 27th, 1912.

Milson. General Manager.

Callors at No.10 Fifth Avenue today; --

Fr. H. Traeger. Stapleton, S.I. (By appearation with Er. Silverman) Qualified as dealer.

Er. Gnorge W. Sylvestor.

No.554 74th.Street.

Brooklyn,N.Y.

Owns an Edison cylinder machine;was con-Owns an suison cylinder machine; was con-nected with phonograph business for alghteen years; delighted with machine (disc); says- You have the Victor beat a thousand milea"; "Mever knew a phonograph could play such maue"; will give order later to Eckels, Procelyn, N.Y.

Yours very truly,

by May

Murpoull R good idea McEdison: We have obtained a list of the Comen's close of this country with the names of the presidents. If we can get out a letter which will be read by each club president at a meeting of her club, we shall have brought the Edism disc Thongraph to the attention of perhaps a majority of the fashmable women of america - and in a way that will leave a deep impression. Sattach drapt of proposed letter to be sent out over Mir dollers signature on special note paper. Ablieve this is going to prive a great circularying others. Komerer ire plan to try it out enefully. Where a demonstration is desired and we have no dealer, it will pertably he a big aid in establishing one. 28 Dec 12 This is of corner in addition to the club demonstrations that will be arranged personally ly our on representation. Mr doller has thready started on the latter.

MEMO.

New York City. December 50th, 1912.

Mr. C. H. Wilson.

General Hanager. Callers at No.10 Fifth Avenue.

December 28th, 1912.

th.1012.

Nien, I. S. Hammond. 127 Manhattan St. H.Y. Oity.
Aloc Wr. Eliot. Same address. (Invitation).
Very much pleased with averything done by the machine.
Fre. J. E. Ceballon. 777 Madinon, Ave. N.Y. City.
(Invitation). Very much pleased with tone repreduction and general work of the mechine.
Hinc. Phorence Short. 150 West (Invitation).

Hinc. There was the machine. (Invitation).
Heard such made on a phonograph; "the finest discs we over heard." "The music in beautiful".

December 30th.1912.

Mr. James Gaunt. Hetropolitan Club. N.Y. City.
(Invitation).
Pleased with the work of the machine; regrets we do riesses with the work or the machine; regrets we do not have the operatic artists furnished by Victor; Ir. W. Nottor, 258 West 55th, Street, M. X.City. Was pleased with everything he heard evidently but

was absolutely non-committal.

was amountely mon-commattent man Lang. N.Y.City.
Alfred H. Advon. Zutt. Twenty. II. 1.
Brought I grant to the man the man language of the transfer of the man language of the transfer of the man language and the Victor in all respects";
"Better than the Victor in a good many respects". Belson dies "far superior to Victor".

Yours very truly,

Messrs. Wetzel, Waterman, Hird, Leeming:

Dec. 20, 1912.

Beginning at the earliest possible moment and until further advised, Phonographs of different types and models should be brought through from start to finish according to the following sche dule:

Gem: 200 As rapidly as possible, to fill present shipping orders, and then 25 per week.

150 per day, or 900 per week. Fireside:

100 per day, or 600 per week / Standard:

20 per day, or 120 per week. Home:

5 per week. Triumph:

40 per week (15 Oak; 25 Mahogany). Opera:

13 per week (8 Mahegany; 3 Golden Oak; 1 Weathered Amberola I: Oak; 1 Fumed Oak).

Amberela III: 40 per week (25 Mahogany; 8 Golden Oak; 3 Weathered Oak; 4 Fumed Oak).

100 per day (70 Mehogany; 30 Oak). Amberola V:

Amberola VI: 200 per day (140 Mahogany; 60 Oak).

Standard Phenographs Equipped for Lenguage Study Outfits: 50 per week.

School Outfits: 25 Per week.

125 per week (20 D.C.; 100 A.D.C.; 5 S.M.). Dictating Machines:

30 per week. Shaving Machines: 100 per day (50 Mehogany: 50 Golden Oak). Disc A-60:

100 per day (65 Mahegany; 35 Golden Oak). Disc A-80:

100 per day (80 Mehogany; 20 Oak in different Diso A-150: finishes required).

100 per day (75 Mahogany; 25 Oak in different Bisc A-200: finishes required).

50 per day (40 Mahogany; 10 Oak in different Disc A-250: finishes required.

Of the A-60 and A-80 types there are a few required in

finishes other than mahagany or golden oak, but as these two finishes represent the bulk of shipping orders on hand, they should be gotten out at the rate specified until present shipping orders are filled, after which the special finishes can be brought through.

Finished perts for all machines should be looked into immediately, and where it is found there is a quantity on hand sufficient to complete more machines than schedule calls for, work should
be discontinued on such parts until the point is reached where it is
necessary to resume, and then they should be brought through only
in sufficient quantities to keep up to the required schedule. These
same remarks will apply to cabinets.

While it will, of course, be impossible to complete mechines according to this schedule at one, the quantities called for should be worked up to as repidly as possible, and with that end in view a night force of all such departments as cannot bring through the required quantity during the day should be organized immediately.

Co-operation will be the key to success in the cerrying out of this schedule and the work connected therewith. Everybody interested should therefore put their shoulders to the wheel and do everything in their power both in the way of co-operation with and assistance to other department foremen, supervisors, inspectors, production clocks for the purpose of seeing that can be done in the least possible space of time.

CHW/IWW

C. H. Wilson.

(Copies to Mr. Edison and Mr. Dolbeer)

Walter Willer Commantule pays by Spencer taken over

goo him I went to lener hefor leating is a hope way

hr. William d. Mondovereft. makers tery of art. Thomas A. Betteen, Ovenja. F. ..

sy donn ha. hostowereit:-

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seti pon ha. Edicon, bad I have been an impuliant to the charge of some talación queb es las experimentas en mostó elleró, sué tiso se suxions se Consider difficulties the water and of one of the difficulty and and a second property making, and sing the entere think took to and one properties for the unit round unathers not of tone the temperature one of the error attended I in equates by supersum if he are in each to suc-

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**Edison General File Series** 1912. Phonograph – General (E-12-64) Thomas A. Edison, Inc. Committee Minutes

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MINUTES OF MEETING OF THE EXECUTIVE COMMITTEE OF THOMAS A. EDISON, INCORPORATED, HALD JAB. 31, 1912.

Present: Messrs. Dyer, Wilson, Berggren, Weber, Dolbeer, McChesney, Stevens.

# COLUMBIA PHONOGRAPH CO.

Mr. Dyer presented a letter from the Columbia
Phonograph Co. in which they wished to secure our permission
for Edison jobbers to handle their disc goods where they are
dissatisfied with the Victor Co. for any reason, but it was agreed
that nothing should be done in the matter.

#### GEN RAL

General business conditions were discussed in view of Mr. Dyer's return after a months absence, but no action was taken requiring a record thereof.

There being no further business the meeting adjourned.

Secretary.

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Mr. Zaison

MINUTES OF MEETING OF THE EXECUTIVE COMMITTEE OF THOMAS A. EDISON, INC. REPORTED, HELD FEB. 7, 1912.

Present: Messrs. Dyer, Wilson, Berggren, Weber, Dolboer, McChesney, Stevens.

## CABINETS FOR DISC MACHINES

The metter of placing orders for a number of the \$200 and \$150 type of aublinots was discussed, and although the finished designs were considered handsome, they do not represent any pure type of furniture. Several designs of aublinots were submitted, some of which the entire Committee considered better than anything heretofore designed. Before deciding to place a further order for aublinots we will wait until modifications of the designs we had intended ordering are submitted for examination, with the intention of using the lumber elrendy ordered for the new types, if accepted.

#### OPERA MACHINE

We have cold 1254 Opera machines in the two months this machine has been on the market, the re-orders indicating that this is going to be a popular machine. We have been placing manufacturing orders for 500 lots heretofore, but it was desided to now place a manufacturing order for 1000, all with mahogany cabinets, using the oak cabinets already arranged for where demanded.

There being no further business the meeting adjourned.

Secretary.

MINUTES OF MEETING OF THE EXECUTIVE COMMITTEE OF THOMAS A. EDISON, INCORFORATED, HELD ARRIL 11, 1912.

Prosent: Messra. Dyor, Wilson, Berggren, Weber, Dolbeer, McCheeney and Stewens.

# BIUE AMBEROL RECORD

A memorandum was submitted from Mr. Goodwin as Chairman of the Record Committee advocating that the first list of Blue Amberol records shall consist of, say 125 selections, all entirely new, so as not to duplicate any of the present wax records in the hands of the trade, giving as a reason that this duplication would curtuil the possibility of the trade getting rid of their present stocks of such records as may be listed. 149 selections have been accepted as usable in the Blue Amberol list.

The concensus of opinion of the Committee was that it would be advisable togstart with selections from the old list, principally because the Recording Department would be unable to get out 125 new selections in time for the requirements, and also because should we list 125 new selections the trade would have to stock up on them and also continue to handle all of their old selections in the regular Amberol. By taking selections from the old list, jobbers will, of course, have to order them, but they will probably not order any additional ones of the same selections in the regular Amberol. In the case of the Amberol records we started out with a list of 50 selections, and

and it was thought that it would be start the now Blue Amberol with a list of, say 100 selections taken from the old list, as soon as possible, and then drop the manufacture of the present Amberol records unless called for, and get out in their place the full monthly supplement of 24 selections in the Blue Amberol in future; also increase the list of Blue Amberol by putting out from time to time an additional list of, say 50 selections taken from our old list, the same as was done with the first imborols. The Recording Department is now working on records for the August list of Amberols, so that the first Blue Amberol supplement cannot be gotten out until September or October, even if it is decided that we will be ready to change ever by that time.

So fer as the old Amberol record stocks are concerned, Hr. Wilson said that the fine thing to do would be for us to clean up their stocks of wax Amberol records and substitute the Blue Amberol in their place, so that their whole stocks would be now. Hr. McChesney said that we will not get the business back without doing something heroic and expensive. It was suggested that when we decide on the list of 100 selections we expect to make up, we might advise the trade so that they will reduce their stocks, and then when we are ready to come out with the new records, assertain how many they have in stock, and if their stocks are low make an exchange of these 100, then from time to time make additional exchanges. Hr.

Mr. Dolbeer thought it might not be well to advise them too far ahead, but it was pointed out that the sample records are sent out sixty days in advance each month, so that they are bound to know that far shead. Everything considered, it was the concensus of opinion that it would be better to notify them in advance so that their stocks may be reduced. Mr. Dyer suggested that we might handle the Amberol record situation the same as he proposed for the 2-minute records -- that is, permit them to sell these at any price and allow them credit the same as if returned. This was opposed on the ground that we will still have a 4-minute record, although in the Blue Amberol type. Mr. Dyer then asked what would happen if the law should be changed, as may be done, and all restrictions removed. Mr. Wilson thought that in that case our best jobbers and dealers would go out of the business, because the prices would be so cut as to make it unprofitable for them.

It was decided that this question of the Blue Amberol records should not be passed upon now as a selerate projection but that the situation as a whole must be taken up and considered and a definite plan covering every phase of it worked out and agreed upon.

## NEW PHONOGRAPH MERHANISM

Hr. Weber submitted a new design cylinder phonograph mechanism having a stationary mandrel, chain of gears, entirely new swivel arrangement for horn, and which winds without noise. This machine was approved by the Committee in preference to the one submitted last week, as it operates very satisfactorily and is cheaper to construct. Mr. Weber is to complete the model, place it in a cabinet and again submit to the Committee.

## DISC SITUATION

Mr. Dolbeer brought up this matter and ir. Wilson stated that everything possible is being done by overyone connected with it and it is being followed up closely all the time. In this connection, ir. Wilson said that if our jobbers go back on us, we ought to be in a position to open up our own stores, and that after our disc goods are once on the market and known there will be no difficulty in getting all the jobbers we want.

Mr. Dyer said that at the present time we ought to go just as lightly with our advertising as possible, for the reason that it is not as effective new as it will be when the disc is ready for the market, which Mr. McCheeney agreed with.

There being no further business the meeting adjourned.

Secretary.

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MINUTES OF MEETING OF EXECUTIVE COMMITTEE OF THOMAS A. EDISON, INCORPORATED, HELD APRIL 17, 1912.

Present: Messrs. Dyer, Wilson, Berggren, Weber, Delbeer, McChosney and Stevens.

# ROOSEVELT, WILSON, CHAMP CLARK RECORDS

Mr. Dolbeer in a memorandum recommended that we secure three or four records of Mr. Roosevelt, two of Governor Wilson and two of Champ Clark, not because of any anticipated heavy sale but because their appearance would be timely if gotten out before the Conventions. We already have some of Mr. Taft. At the time Mr. Roosevolt was approached before. he was President, but Mr. Durand thinks he could interest him at this time, and is also in a position to approach Governor Wilson, through the use of Dictation machines in his office, and Hr. Clark through Mr. McGreal, who is a Clark delegate. This plan was unanimously approved, the records to be gotten out as seen as possible as a special list. --- Mr. Wilson and Mr. Durand saw Mr. Edison later regarding this and he said not to take them, because the results would be the same as with the Taft and Bryan records -- that is, we might get fairly large orders for them from the trade but later on would have to take them back because the public would not buy them. He did think, however, that it would be a good idea to get some of the Roosevelt records, if possible, as they would no doubt be

(2)

constant sellors because of his popularity and prominence regardless of politios.

### BUREAU FOR TRANSFER OF OVERSTOCKS OF RECORDS

Mr. Wilson read a letter from Rudolph Wurlitzer recommending that we establish a bureau similar to that of the Victor Co. for the transfer of overstocks of particular selections from one jobber to another. Mr. Dolbeer said that he had investigated this matter some time ago and had fou d that while in some cases it worked out very well, in other cases it was not satisfactory, as one jobber would try to work off records that had been used and were not fit to put in stock. He said he had tried to arrange a system by which jobbers in one city could exchange their overstocks. but without success. He also said that the Ball-Fintze Co., our jobbers in Newark, Ohio, had tried to sell their overstocks to other jobbers at less than factory prices, but could not do so. Inasmuch as our records are more fragile than the disc it would be more difficult for us to handle a proposition of this kind and there would always be disputes. It was decided that we will not establish such a bureau at this time but later on will endeavor to evolve a scheme for handling this matter. Mr. Dolbeer is to write Wurlitzer accordingly.

### 2-MINUTE RECORDS

Mr. Dolbeer brought up the subject of 2-minute records and the idea of getting rid of them in connection

with a cheap machine. Mr. Wilson said Mr. Edison had told him they might be sold at 25 ceach but would not consider a reduction of the 4-minute records for the present. It was the concensus of opinion that the public would not buy them at 25 p each in sufficient quantities to relieve the situation. Mr. Dyer did not think it was necessary to do anything about this until the Blue Amberol record is ready to put out, and Mr. McChesney thought that at that time it could be used in some way as a lever to induce them to put in a stock of the new records. Mr. McChesney also made the suggestion that in trying to sell their stocks of 2-minute records they would be taking their attention and effort& from the sale of more profitable stocks, which would react on us. Mr. Dolbeer said that we want to keep in mind the fact that later on we will have the wax Amberol records to get rid of so that it might be well to get the 2-minute records out of the way first. The wax Amberol records cannot be used on machines sold for the Blue Amberol record because of the heavy weight used in the reproducer. This subject was only discussed generally as above and is to be taken up for definite action as a whole later.

## FACTORY REQUIREMENTS

Mr. Weber stated that the Department of Labor are getting very strict in their requirements and a State law has recently been passed requiring a 5" pipe for emery wheels where a 3" pipe was formerly used. This means that our whole system of piping and exhaust blowers for taking the

dust from the polishing wheels will have to be replaced, at a cost running from, say \$5,000 to \$5,500. Mr. Weber said, however, that he is planning to arrange this system of piping in another way so as to reduce the expense considerably and at the same time have it adapted for any additions that may be needed in the future. This will be submitted as soon as it can be worked out.

Fire drills are now also compulsory, and this Mr. Wober will take care of.

#### SAMPLE CABINETS OF DISTINCTIVE TYPES

The eketches furnished some time ugo by the Sales and Advertising Committee, showing expensive osbinets in the style of Louis XV. Louis XVI. Jacobean and Chippendale, were discussed. These are the cabinets recommended by the Sales and Advertising Committee to be made up for display purposes in stores, particularly. Ir. Dyer said that these cabinets should be gotten out by Mr. Rubine, and Mr. Wober said that fust as soon as he got straightened out a little with his other work he could go shead and make up these samples. Mr. McChemey suggested having them made cutside. Mr. Weber will look into it and see what can be done here. The Victor Co. have some very high class cabinets, the mackines running as high in price as \$700.

### HOME RECORDING OUTFIT

Mr. Wilson submitted a report from Hird showing that 25 machines are completed and ready for stock and that

the tools for this machine will be completed within two weeks. The Instruction Book was delivered to the Advertising Department April 12th. Everything is coming along nicely and no delay is enticipated, although the cartons for the recording blanks have been held up until Nr. Edison has posed for a new picture, the previous electrotype of him being discontinued because it was copyrighted by the photographer.

#### HOME KINETOSCOPE

Mr. Wilson submitted report from Wetsel, showing that there are 554 complete machines and 282 mechanisms loss lighting equipment and minor parts on hand. Machines are being assembled at the rate of 60 machines part day, which will be increased, and by the 22nd inst. practically all of the parts for the first shop order will be in the finished stock room, the Arc lump being given preference to the Mernet and Acotylene.

#### DISC PHONOGRAPH

ir. Wilson submitted report from Wetsel indicating that good progress is being made with these machines. 12 A-1 have been thoroughly tested out and are ready for cabinets and 88 are practically finished. Everything is being done to push this work forward.

As to Disc Reproducers A-1 2 and 3, the parts for these are coming through in good quantities and by the end of the week we will have 200 complete speakers on hand. Mr. Traphagen is going a little slowly with the diamond arms and points until he is sure the operation works out correctly. He is finishing 70 now and 130 more will be finished on the 25th. After that the production will be resular.

100 Dies No. 3 cabinets will be finished by May 11th; 95 Dies No. 2 will be finished by May 4th, and Mr. Rubine has started on 100 Amberola No. 3 type. This is in addition to the cabinets for the first 100 Amberola No. 3, on which Wetzel reports that both the machines and cabinets are practically completed, the only thing holding them up being the horns. 25 of these horns have been received and they will come along at the rate of 25 per day. Schall can finish them up in about one week.

There being no further business the meeting adjourned.

Secretary.

ARC Dre

MINUTES OF MEETING OF THE EXECUTIVE COMMITTEE OF THOMAS A. EDISON, INCORPORATED, HELD AUGUST 28, 1912.

Present: Messrs. Dyer, Wilson, Berggren, Dolbeer, McChesney, Stevens.

# NEW TYPE PHONOGRAPHS

The matter of putting out several new types of Cylinder and Desc machines was discussed, with the following result:

It was decided that we will put out an Amberola V Concealed Horn Cylinder Machine, to be listed at \$80 and an Amberola VI to be listed at \$60; also stable cabinet Disc Machine, with the same mechanism as in the A60 metal-cabinet machine, to be listed at \$80 and known as Model A80, and a wooden cabinet curved leg Disc Machine containing the same mechanism as the A60 metal-cabinet machine to be \$1sted at \$100 and known as Model A80. Because of the probable offect this latter machine will have on the sale of the A150 Disc and the fact that we have 3,000 of the A150 on manufacturing order and about 1,000 on shipping order, the A100 machine will not be announced to the trade until orders for the A150 have been filled and we have been able to accumulate a sufficient stock of the A100 to take care of first orders.

On the ASO Disc machine it was decided to put through a manufacturing order for 5,000 cabinets and to use ASO mechanisms, for which manufacturing order has clready been issued. On the AIOO Disc it was decided to issue manufactur-

ing order for 3,000 cabinets, the mechanisms to be taken

from those already on manufacturing order for the A60.

## SCHOOL OUTFIT

The phonograph used with the School cutfit is an Opera, the name of which machine has recently been changed to "Concort". The matter of leaving off the name-plate when the machine is used with this cutfit was discussed, and it was decided that a name-plate bearing the new name "Concert" should be substituted for the old one.

The meeting was then adjourned.

Secretary.

Wester # 360

MINUTES OF MARTING OF THE EXECUTIVE COEMITTEE OF THOMAS A. EDISCH, INCORNORATED, HELD SEPT. 9, 1912.

> Hess and Mans

Mesars. Dyer, Wilson, Weber, Dolbeer, McCheaney and Stevens.

Meanrs. Maxwell, Goodwin and Ireton also attended

THE EMBEROL RECORDS, HAW CYLLHDER PHONOGRAPHS, REPRODUCERS? BYC.

It was decided that it was of the utsent importance to supply Blue Amberol Records to take the place of the lover-ber list of wax Amberol records which had been numerical as being mitthness, effort the october list. It was found to be impossible to put out the complete first list of 110 Blue Amberol records in time to make obtpaced during October and it was therefore decided to insue a first list of 50 regular records and 5 concert records, to be followed one month later with a similar list.

By putting out a first list of 55 Blue Amberel records ir. Philpot figures that he can turn out 4,000 of sech of the 55 different selections by October 15th, this being the date on which the last shipment of advance orders of this list would have to be made.

It was also decided as follows:

(1) That beginning October 1st all Cylinder mechines except Gom, Fireside and Standard -- and these if ordered at extra price -- be equipped with the Diamond Reproducer. Where Com, Fireside and Standard are not specified on orders to be

equipped with the Diamond reproducer they are to be equipped with the Sauphire reproducer; that jobbors be requested to send in their savance orders for records from the list of 55, which, will be furnished then invedically, and also for machines with discond point reproducers, to be shipped about October lat-

- (2) That we send to each jobber between September 18th and 30th three Blue Amberd records and one Dissond Reproducer by express, so that they can hear results obtained, and at that time request then to send in additional orders for records and anothings. After the fitting the control of the
- (3) That on Outober let all machines are to be
  4-nimite type only and no Resorders are to be included with
  the outfit. After My Trush & Trush.
- (4) That we advise the trade that extra Diamond Hoppoducers and Combination Attachments including Mannord Reproducers will be ready for shipsent during October, and request orders for them.
- (5) That the new record eventumes allowances apply on both purchases of machines and records, as decided at meeting held some time ago, so be put in effect October let, and so take effect on all record and machine shipments after that date. Advantage that I then.
- (6) That we discontinue exchange cilowences on old reproducers after october lat. Advis the trade of this.
- (7) That beginning Hovember let so penuit jobbers and desires to sell 2-minute and 4-minute Montan Wax records at 214 and 314 list respectively, as approved by Mr. Edicon. Just advise track until fitting furnishing formula and activations of the second s

- (8) That in printed or advertising matter to the trade concerning above subjects they be advised that following the unriching of the Blue Amberol reservation and our present types of Cylinder muchines with Piersond Reproducers will come two new Concorded Horn Cylinder suchines equipped with dissond reproducers and the Blue Sachines and records.
- (9) That beginning cotaber law, when the Con, Pireside and Standard are changed over to 4-minute machines only, so adopt the Wodel II reproducer as the standard type to be used where Dismond reproducer equipment is not ordered.

There being no further business the meeting adjourned.

Snoxetary.

MINUTES OF MRETING OF EXECUTIVE COMMITTEE OF THOMAS A. EDISON, INCORPORATED, HELD SEPT. 18, 1912.

Present: Messrs. Dyer, Wilson, Berggren, Weber, Dolbeer,
McChesney and Stevens.
Mr. Maxwell was also present.

### SPECIAL RECORDS AND 4-MINUTE ATTACHMENT

The matter of supplying 10 Special Bine Amberol Records and Attachments with Dismond B Reproducers at a special price was discussed. This has proved to be an effective way of getting the 4-minute attachments placed on 2-minute machines in the past. It was decided that until we are in a position to supply the demand for Diemond reproducers on machines and as extras we will not make any attempt to put out the Special Records and Attachment so equipped, but will do so just as soon as we can supply them.

### SHOP ORDER FOR FIRESIDES

We have only about fourteen weeks supply of Fireside machines now on manufacturing order, and it was therefore decided to issue a new shop order for 5,000 immediately.

### SLIP CONTAINING WORDS OF RECORD, ETC.

The matter was discussed of enclosing in each record shipped out a slip containing remarks concerning the selection, words of the record and reference to other similar

records that are for sale. It was agreed that this is a good plan, and as Mr. Edison has approved it, it was decided to make arrangements at once to put it in operation.

The sample submitted was printed on one side, and itr. Dyer suggested that it might make a better appearance and be more easily handled if it was in the form of a small folder. The majority were in favor of the folder and it was decided to have it put out in that form, provided it was found feasible and the cost not much more.

### DISC RECORD ALBUMS

The matter of putting out Disc Record Albums with the A-150 Disc machine without extra charge was discussed. Mr. Delbeer urged that we supply this model complete with record albums to fill in the space occupied by drawers in the other cabinets. The cost of the albums is 50 s each and it will accommedate six of them. This is considered all the more necessary because the victor machines are so equipped, some types having as many as 14 albums. It was decided that if the price will stand it we will include these albums at no extra cost with the Model A-150 machine.

The meeting then adjourned.

Secretary.

MINUTES OF MEETING OF THE EXECUTIVE COMMITTEE OF THOMAS A. EDISON, INC., HELD OCTOBER 10, 1912.

Present: Messrs. Dyer, Wilson, Berggren, McChesney, Stevens.

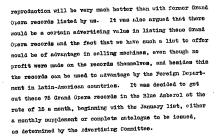
Messrs. Maxwell, Goodwin and Ireton were also present.

### BIME AMBEROL RECORDS:

The matter was discussed of supplying the Blue Amborol records for London, Berlin and Paris offices, and it was decided to advise thom that we will make up the February list in Blue Amborol records for them, and Mr. Stevens should arrange correspondingly for Australia.

### GRAND OPERA RECORDS:

The Record Committee has selected a list of 75 Grand Opera records from those which have heretofore been laid additional not listed but for which master molds have been made. Mr. Goodwin stated that the suggested plan was to get out a ontalogue in which all of these records are announced but only 16 of which will be shipped each month; price to be 75¢ list. Mr. McChesney said that in the light of previous experience he thought it would not pay to list these Grand Opera records. It was pointed out that inasmuch as these careords have already been recorded (so that there will be no cost for talent) and master molds made, the cost of producing these will be vory low; and with the hard record and dissond reproducer the



### FOREIGN RECORDS:

The matter of making in Blue Amberel records the Gorman, Mexican and other foreign selections listed in our denestic catalogues for the United States trade was discussed, and it was decided to have the best of these made over. The Record Committee will make up a list of the best sellers and submit it to the Executive Committee at the next meeting, and it will then be decided when we will begin listing them.

The meeting then adjourned.

Secretary.

MINUTES OF MEETING OF THE EXECUTIVE COMMITTEE OF THOMAS A. EDISON, IEC., HELD OCTOBER 24, 1912.

Present: Mesers. Dyer, Wilson, Berggren, Weber, Dolbeer McChesney and Stevens.

### BLUE AMBEROL ADVERTISING

Mr. Dolbeer brought up the matter of exertising the Blue Amberol records and both he and Mr. McCheency urged that we should advertise them strongly for the next three months at least, as, although the jobbers and dealers are placing orders for all we can supply at the present time, this does not mean that the public have had the new product brought to their attention in any way, and, not knowing about them, will not buy. After some discussion it was decided to refer this matter to the Sales à Advertising Committee with the request that they submit their recommendations to the Executive Committee at their next meeting for their decision.

### FIRESIDE MACHINE FOR BABSON

Babson Bros. have urged us to supply them with the Fireside Machine in a special cabinet like the sample submitted by them, which they desire to adopt and push this season. To Furnich a specially designed cabinet to Babson Bros. exclusively would not be fair to our other jobbers and deslers, nor would our margin of profit permit of our doing this; furthermore, we would not eare to undertake this special work when we are so basy on our machines already estalogued for this season's busi-

ness. It was therefore decided to decline to outply the Fireside mechine except in the regular cabinet, and Mr. Wilson will write them accordingly.

### GEM PHONOGRAPH

The Gem Phonograph will not play a whole record with the diamond reproducer on account of its weight, and in view of that feet it was decided to use a Model "N" reproducer (which is for 4-minute records only) as a part of the Gem equipment. ADAPTOR RING

Where machines now out equipped for playing the Amberol records are changed over to the dismond reproducer and special arm for playing the Blue Amberol records this renders them unmuitable for the regular Amberol records unless the old arm is replaced on the machine to accommodate the old reproducer. In order to overcome this disadvantage, it was decided that we will get out an adaptor ring to be placed in the dismond reproducer arm, so that the old style small disphragm reproducer can be placed in the same arm, these adaptor rings to be sold as an extra.

### HOME RECORDING OUTFIT

Insemuch as the dismond reproducer will out the wax records used in home recording, it will be necessary to supply a reproducer with the Home Recording Outfit when sold with the new machines. It was therefore decided to adopt the "H" reproducer for this purpose, prices to be as follows:

Jobber, \$1.60 Dealer, 1.75 List, 2.00

### DISC RECORD ALBUM

The following prices for the Disc Record Album when sold as an extra were decided upon:

Jobber, Desler,

Idst, 75

### CYLINDER RECORD ALBUM

We have already ordered 1,000 of these Cylinder Record Albums on instructions of Mr. Edison at a cost of \$1.00 each. If after introducing this the demand is sufficient to warrant our purchasing them in lots of 5,000, the price will be 70% each, and in lots of 10,000, 65% each. It was therefore decided to make the following prices for this Album:

Jobber, \$1.85 Dealer, 1.50 List, 2.00

These prices will not give us any profit whatever on the first 1,000, but will give us a profit on future lots if ordered in the larger quantities. If the demand is not going to be sufficient to warrant our purchasing them in the larger quantities, it will hardly pay us to headle them at all. 2-MINOTE BUILD AMERICAL PROCESS

Mr. Stevens stated that at the present time we listed 614 Standard and 165 Amberol records in our Mexican catalogue. The sele of these records is not confined to Mexico, but they are used in all Spanish speaking countries. The total cales to January 1, 1912, of 2-minute Mexican records, were 1,102,414. Our seles for 1911 were 69,790, and for a little more than nine months of this present year, 44,405.

When advised that we had discontinued the manufacture of Standard 2-minute records, Victor Weiskopf & Co., of Mexico City, our distributors for the Republic of Mexico, urged us very strongly to make over these 2-minute records in the Blue type, pointing out to us that on account of our not continuing to supply the present wax records and not issuing any further lists, they would find it very difficult to dispose of their present stock of 2-minute wax records. In addition to their present stock of 2-minute and 4-minute records which they have bought and paid for, they have a stock of 149,496 records which were left in Mexico City on consignment when we closed our Mexican office nearly two years ago. A large part of these records are out-out selections and 7,360 are Amberol records. Since leaving these consignment records with them, they have disposed of 22,294 Standard and 953 Amberol records, leaving the consignment stock of Standard records at 127,202, and the Amberol records at 6,207. The highest number of any one 2-minute record sold is 11,105, and the highest number of one title sold for the nine months of this year is 356. In urging us to supply the Blue type 2-minute records, Messrs. Victor Weiskopf & Co. stated that they would then be able to notify the trade that they were placing on the market a new product, and this would give them an opportunity of reducing the list price of the Standard consignment records, and also the stock of Standard and Amberol records which they have paid for. They also stated that the best talent in Mexico were well represented in the Standard records, and it is now impossible for us to obtain the services of this talent on secount of their being tied up by the Columbia

people.

Mr. Stevens made a proposition that he place a definite order on the factory for 200 each of 200 titles of the best sellers selected from the 614 Merican records now listed; these to be charged direct to the Foreign Department, and as this number is disposed of, further definite orders will be placed from time to time, or until such time as we increase our present list of Blue Amberol records. If the Standard records were eliminated entirely, it would leave only 163 Mexican Amberol records to offer for sale in Mexico, South America and other Spanish speaking countries. At the present time there are a large number of 2-minute machines in the countries mentioned which have never heat converted to play Amberol records, although every endeavor has been made to have such machines equipped with the combination attachment.

By supplying these 200 2-minute records in the Blue type, we will render valuable assistance to our Argentine Office and the trade in Mexico and other Spanish speaking countries, as they will serve to keep alive the interest and also enable our distributors and dealers to dispose of their present stocks of Standard records without suffering a loss. Aside from the profits to be derived from the sele of these two-minute records, they will aid very materially in disposing of the large number of consignment records Messra. Victor Weiskopf & Co. are now carrying, which therwise would be very difficult to dispose of.

In view of Mr. Stevens' statement, and also on account of his plesing a definite order for 200 each of 200 selections in

in the Blue Amberol type, it was desided to supply these Standard records in the 2-minute Blue type.

The meeting then adjourned.

Secretary.

12/27

14 P torn 57 11-26-12 ton

THOMAS A. EDISON, Incorporated

Minutes of the First Meeting of the Amusement Phonograph Department Committee Held December 27th at 10:00 A. M.

In the Executive Committee Room and attended by

Messrs. Hird, Nehr, McChesney, Stevens, Ireton, Dolbeer and Mr. Wilson present part of the time.

Decided that the preliminary work in respect of demonstrations to women's clubs throughout the country would be done from this office. Where we are properly represented by dealers the actual demonstrations are to be made by them.

With reference to the Oldfield Patent Bill, it was decided not to get out another letter to our dealers at present, but to write to the New Jersey senators and congressmen.

It was decided that a greater effort be made to obtain the names and addresses of those attending demonstrations. The idea of getting out an invitation in the form of an admission our was viewed with favor.

It was decided to announce the fourth Blue Amberol list immediately, shipments to commence about February 1st. The Mexican records now in process of manufacture will be included with this list.

DETAILS ON FOLLOWING PAGE.

Copies to all committee members and Messrs. Edison and Wilson. Mr. Maxwell referred to Mr. Edison's plan to make demonstrations to women's clubs and inquired whether in view of present conditions, we ought not to do the prelimity work ourselves. Mr. Dolbest thought we ought to work admonstrations up from here, turning them over to dealers where we have competent ones but conducting the demonstrations ourselves where we do not have the right local representation. In this the Committee agreed.

cerning the Oldfield Fatent Bill. Mr. McCoy doubted if the bill would be reached at the present Seasion. Mr. McCoy doubted if the bill would be reached at the present Seasion. Mr. McCoy the things it was inadvisable to get out another letter to the fact of the world with the knew in two going to be needed. In this the Committee agreed. It was decided, however, that a letter should be sent to the New Jersey sentors and congressmen.

Mr. Maxwell was of the opinion that a greater effort mould be made to obtain the names and addresses of house attending enhibitions of the Disc Phonograph. Mr. McChesney doubt if we could make effective use of these names if we intend to the first proper in the first property of the second of the of the seco

Blue Amberol orders and saked for a carision as to when the fourth list should be announced for a carision as to when the fourth list should be announced from the said that we would complete the unfilled orders for the said that we would complete the a position output so eather three lists by Jenuary 16th and be in a position to when the said that the said that we would complete the opposition of the said that the said that we would not be a list by February 18t. In the said that the said that the said that the comments about February 18t.

Mr. Stevens brought up the question of the Mexican records now in process of manufacture and it was decided to include them with the fourth list.

Wm. Maxwell

Chairman .

J. W. C.

Hinutes of the First Meeting of the
Diotating Machine Committee
Held December 24th
at 2:00 P. H.
In the Executive Committee Room,
and attended by

Mesara, Durand, Stevens, McCheanev and Maxwell:

There occurred a general discussion of the work to be taken up by the Committee in the future.

Wr. McCheeney stated that he expected through the Committee to develop a more definite advertising policy and a better means of arriving at a fixed annual expenditure for advertising.

Mr. Durant stated that a very important and immediate duty of the Committee was to aid his in the selection of a suitable name for the Dictating Machine equipped with telephone recording attachment. If was decided that the Committee would witness a demonstration of the machine and thereupon submit a number of names from which a selection could be made.

effort could not be profitably put forth on potential buyers of one or two machines - for example, lawyers. He pointed out porticular advantages to lawyers in using a dictating machine. Hr. Durand stated that our dealers were not likely to find it profitable to canwass this trade and that our inability to give service in the mailer towns where no dealers are located would be a considerable manicaps. However, he thought it might be well no give other considerable work has been done on them already with a fair amount of success. This subject will be taken up at the next meeting:

Wm. Kaxwell

Chairman.

Copies to all committee members and Wessrs. Edison and Wilson.

Perm 57. 1AE gre.

THOMAS A. EDISON, Incorporated

MEETING OF LABOURACTURING COMMATTEE

Held January 15th, 1912.

Prosent: Messrs Wilson, Weber, Bliss, Redfearn and Hird.

Hand Shaving Eachine for Business Blanks

a working model of a sand theving kachine for Business Blanks having a single out steel knife having a serew feed adjustment was exhibited and design one approved. Referred to Cost begt, to submit cost figures.

Electric Shaving Euchine in Steel Cobinet with Four Fost Pedestal

working model of an Electric ..having Lachine extembled to a site of Oblinch mounted on ... 4 past pedastal was exhibited and design opprove. The Engineering pert, were authorized to make drawings of this modulae as soon or possible.

Chip Brush for Dictating Phonographs

It was decided to assemble a small chip brush to the Reproducer Arm of the Dichating Thomagraph and to discontinue supplying the Legaller chip Brush as an accessory with this Outfit.

Home Sheving Muchine

a working model of a mome shaving kenchine embodying the changes suggested at last meeting was exhibited and decign approved. It was decided to issue shap Order on jabourdary for 12 to be made up and tested thoroughly before a Production Order was issued.

Recording Outfit for Opers and amberola Phonographs

The Engineering Dept. was instructed to submit decima of Recording Outfits for Opera and Amberola Phonographs.

A. E. Hird,

jecretary.

BEA.

Form 57. 1-15-12. elm.

THOMAS A. EDISON, Incorporated

Meeting of Egnufacturing Committee Held April 11th, 1912

Fresent: Messys, Dyer, Wilson, Leber, Bliss, Red fearn and Hird:

colder for Buctness Blank Rack

A sample for a holder for use on the four post pedestal to hold the reak containing Business Blanks was exhibited, but was not adorted.

Freened Steel Cabinet for Diotatine Eachine

t maple of a ressed Steel dabinet for Blothing holdings was exhibited, but not approved. Referred to Sheinering Department to make changes in design to recomble our resemble our resemble.

Aluminus parts for Dictating suchine

t shot order for 25 dictating Machines with aluminum Top .late, Cablinet, Top Frame. Rim and hase was authorized, it being understood that those sackines were to be brought through in the regular way, and not special.

A. M. Hird Secretary.

### Meeting of Manufacturing Committee Held June 13th, 1912.

Present Mesers. Wilson, Weber, Rliss, Redfearn & Hird.

### Blootric Shaving Machine in atomi Cabinet

A Sample of an Electric Shaving Machine in Steel
Cobinet and stand was exhibited and approved. Referred to
iir. Durand to take up the quantion of exclusive use of the
Cobinet and stand as designed.

### Single Cut Shaving Machine.

A sample of single Cut Shaving Machine embedying the chengos suggested at last meeting was exhibited and approved.

A shop order for 100 was authorized.

> A. M. H. Secretary.

from od

MINURES OF A LEETING of the Phonograph Sales and Advortising Committee, held in the room of lir. L. C. Ecchesney on February 9th, 1912, occurrencing at 2 P. M.

Present:

Hazwell (Chairman) Dolboer HcChesney

Hinutes of previous meeting approved.

McChesney stated Calkins & Holden unable to attend this mooting, but would be present at the next meeting.

Maxwell brought up for discussion the distribution of printed matter. McChesney said the first step is to find out definitely which of our dealers deserve to receive printed matter. Delbeer agreed. Motheds of obtaining this information were discussed. Dolbeer said the reports we now have on file are not trustworthy because the situation has charged so rapidly within the past year. Believed it would not be worth while to consider these reports in compiling our information about dealers. McChesnoy commented on the difficulty of getting the information from the dealers direct, as a certain proportion of good, live dealers would fail to send in the information requested by us. Maxwell suggested that we might get the dealers to send in this information if we had semething to give them which they could obtain by filling out end returning a card. McChesney mentioned the lithograph of Mr. Edison, of which we have a large number. Bolbeer thought it would be a sploudid idea to try this plan. Decided that McChesney will try it in one state, probably New York state, to see how it works.

Linewell inquired what the attitude of jobbers would be with reference to the transportation charges on printed matter when we commonce to sell phonographs f. o. b. Orange. McChesney thought the Victor people prepaid the freight on their printed matter. Dolboer said he would investigate. Haxwell asked how much it would cost us in freight charges if we shipped printed matter to dealers propaid. Estimated that outside of Phonograms and monthly supplements the cost per year would be about \$15,000. Decided that a more accurate estimate would be obtained and comparison made with the freight charges on printed matter if it was all shipped to jobbers as at present. HeChesney thought that each dealer's printed matter should be put up in a package addressed to him, and a collection of such packages sent to the jobber for redistribution. Delbeer thought the direct distribution of printed matter to dealers would effect a considerable economy of the printed matter itself, as he believes much is now wasted by jobbers on inactive dealers and also by the jobbers' careless motheds of distribution. Followed a discussion of how the information obtained from dealors was to be handled. Maxwell explained his ideas of the use of different colored cards in this connection. This was agreed to by Dolbeer and McChesmay. Maxwell's idea of goographic arrangement of cards by counties was

not undersed, which led to a discussion of the use of each corresponds in undersed; the routing of traveling one and proceeding their visits with appropriate lotters. Followed on extended decension on this subject. Decided that itr. Goodrin to invited to attend a subsequent meeting for the purpose of expressing his viors.

Next meeting February 16th, 1912, at 2 P. H., at which these minutes will be offered for approval.

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MINUTES OF A MEETING of the Phonograph Sales and Advertising Committee, held in the Office of Mr. Dyer on March 8, 1912, at 2 P. M.

### Present:

Messrs. Dyer, ex-officio member Maxwell, Chairman Dolbeer McChespey

### Present as conferees:

Messrs. Goodwin, Holden (of Calkins & Holden)

### Minutes of previous meeting approved.

Hr. Holdon submitted proofs of the six advertisements decided upon a the provious meeting. <u>Decided</u>. To cut out the illustration showing interior of the mechine and se amnotate the proof sheet. Hr. Hazwall reported that Hr. Riskien desired to examine the advertisements at his loisure. <u>Decided</u> That the submitted to the thing the second to the things of the thing the second to the things of the things of

ir. McChesney brought up the question of obtaining certain information from retail dealors by offering ir. Raison's picture as a reward (this was discussed at a provious meeting). Ir. McChesney read the letter which he proposed to send out and it was approved. Decided: That this experiment be tried in the State of New York.

Mr. McChesney brought up the question of special printed matter connected with special hits. Mr. Maxwell thought this question should be deliberated upon by the individual members and brought up for discussion at a later meeting. Decided accordingly.

Mr. Maxwell gave notice that the question of salesmen's co-operation would be brought up at the next meeting.

The next meeting Friday, the 15th inst., at 2 P. M., at which these minutes will be offered for approval.

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MINUTES OF A SPECIAL NUMBERS of the Phonograph Sales and Advertising Committee called by Mr. Maxwell and held in the office of Mr. L. C. McChesney on March 9, 1912, at 9 A. M.

Present:

Mossrs. Maxwell, Chairman Dolbeer McChemey

Mr. Maxwell made the following report concerning the advertisements submitted to Mr. Edison:

- it. Etteen was immediately conscious of the clouded offect in these advertisements due to our effort to protoct the cylinder product. Irr. Editors ettated that he wants the advortising to commence with a strong, cloun-cut announcements of the disc phonograph. Is desired that correctly only the component with a strong cloun-cut announcement advortised to the company of the compan
- Mr. Delboor maid that as he understood it, the way to most it. Sainon's ideas was to cut out No. 1 and No. 2 and start in with No. 3, making the latter very much stronger than it now is. <u>Delded:</u> That the Committee would, during it. Salison's absence, propriet some protect the cylinder product in the manner first planmed, but endeavor to do it in the way suggested by Hr. Malson.

The Minutes of this Special Meeting will be offered for approval at the next regular meeting, Friday the 15th inst.

My Some Jacobs

MIMUTES OF A MEETING of the Phonograph Sales and Advertising Committee, held in the Executive Committee room on March 29, 1912.

Present:

ur. Dyer, ex-efficie member

Mr. Wilson, " Mr. Maxwell, Chairman

Hr. Dolbeer,

Mr. McChesney

Present as a conferee:

Mr. Holden, (of Calkins & Holden)

Minutes of meeting on March 1 and Special Meeting on March 2 approved.

Mr. Maxwell called up for discussion the question of exploiting the Home Recording feature. Mr. Wilson said the shaving machine would not be ready before June lst. Mr. Helland appeared before the Committee and described the scone of the Home Recording Instruction Book that he and Mr. Bliss are proparing. Mr. Dolbeer thought the Instruction Book should be kept ontirely separate from such advertising ramphlets os it seemed advisable to prepare. Decided: That the Instruction Book should not be treated as part of the advertising. Ur. McChesney thought we should got out an advertising pamphlet illustrating various uses of home recording from photographs posed in the Bronx Studie. Mr. Maxwell agreed and thought these illustrations could be later used in our magazine advortising as he believes that home recording is a thing that must be specially emphasized in advertising the cylinder product after the disc machine is put on the market. Followed a discussion of what illustrations should be used. Mr. Wilson thought that pictures illustrating home recording as a means of amusement will be most effective. Mr. Maxwell thought that some pictures illustrating serious and semi-educational uses of home recording would also be desirable. For example, a young man practicing a speech on the phonegraph and a ghost picture showing him delivering the same. Decided: that each member of the Committee would consider various interesting uses of home recording and submit their ideas at the next meeting when a list of desired illustrations would be compiled and the pamphlet would be laid out. Mr. Wilson commented on the considerable sale of blank records at present, for example, eight thousand in the last three weeks. It was the consensus of opinion that the home recording feature if persistently exploited would influence the sale of a great many machines. Pr. Holden swhetted engy for r. Cull regen newspaper advortisement amountage the dates bronegraph. This was read sloud by Hr. Maxwell. Mr. Dyer did not the oney. Mr. Bolheer thought it religious detected too mot on our competitors. Hr. Bolden said it was not what be called good advortising, but the second of the contributed that it was morely a rough proliminary draft. Decided: that a copy of this advortisement would be crime to endmember of the Committee and that he would rounties or common in dailt upon the second the two rould rounties or common that the second of the committee of the common of the advortisement and that it is the common of the common of the common of the committee of the common of the committee of the common of the committee of the common of the common of the common of the committee of the common of the co

The next meeting Friday, the 5th inst. at 2 p. m. at which these minutes will be offered for approval.

DECEMBER 31, 1912.

### MEETING OF SALESMEN AT OFFICE DECEMBER 30, 1912.

Present Scott, Skelton, Silverman, Chew, Lister, Stanton, Hug, Hope and Clark.

IM. COOMWIN called attention to recent death of Mr. Rhimeberger, where it was found no provision had been made for his family. Also mocke of another salesman who had died sometime since who had made no arrangements as to his family. Several suggestions were made as to relief in case of accident or death to men while on the read.

MR. EERGGREN said he would look into the matter of insurance. It was decided that the salesmen notify Mr. Berggren as to what they wished done in case a misfortume of this character occured to them.

MR. DOLBEER read a number of highly complimentary letters on the new Disc output, and it was arranged that copies would be sent to the salesmen for their use on the road.

The success of some of the malemen in taking orders for Disc line, and the poor results of others, was then mentioned, with the idea of getting an outline of the best way of presenting the goods. Statements of oxperiences were made by the various men showed it was an easy proposition to sell the got a ready in the said and the self and the s

Many remarks were made as to the great satisfaction of the Diez goods to the general public. Many owners of Victor machines expressed themselves as satonished at the results, and wanted to eall out their present machine and secure the new and greatest thing ever heard. It was stated that if Mr. Edison had Fifty Million Dollars worth of the new product ready it could be disposed of in the next year. Musicians spoke of the marvelous results. Victor Johbers and dealers, while they naturally did not openly show appreciation of the merits of the new Disc, seemed forced to at least see and hear what was going on and stiring up the public.

The men wished to be supplied with some samples of the new containers.

About 36 Disc sample records were sent to salesmen. Comments on these samples -179 Good - 56 Fair and 32 Poor. Report records after lot of use as good as when received, and in some cases seem better.

Saleamen were asked why Mr. Edison could not operate the Disc machine by electricity. Answer was the superior results now shown could probably hot be secured by electric power, but that the matter was under consideration.

In talking about securing the most desirable people to attend demonstrations. Mr. Scott stated he preferred list of automobile owners as good. Nost of these people have money and are good prospective customers. Scott stated he places his sample

machine in office of hotel and played same while people were coming in and going out, and in that way attracted a good deal of attention.

IR. SIESTON suggests hall or large rouss in preference to hotels. Said to first interest the public and the dealers would soon want to take on the line Stated the placing of advertisement of demonstration in paper would not reach the better class of people. Feet way to the contract of the contract of

It was also mentioned by some of the men that it was more desirable to send a small number of invitations to desirable people than a large number to a class of people that would probably never purchase such an article.

purchase such an article.

Comment seemed to favor a hotel demonstration in cities or large towns, but halls or stores in smaller places.

Some of the men accmed to favor the production of a sound modifier where records are reproduced in a small apartment.

The wonderful volume or carrying power of the Disc reproduction was frequently spoken of by experts or musical people.

The men were asked how they got over the question of playing Victorrecords on Edicon machines. The said this question was seldom asked, and, when it was, that of course, they could not be reproduced on the Edison.

Speaking of the hardness of the records, some of the men had been timid about trying this quality, but others had gone as far as to throw them on the floor in any place. It was found they were almost indestructible, and it is safe to say they are four times as strong as the Victor, which is true.

It was stated that if the Columbia Co., with their output, and four months behind their orders, our Company with the Disc and its superior results, and the attention it has already secured, we certainly have a splendid chance with our line.

Could not get the Victor machine in comparison at demonstration on anoth of objection by Johnson and dealers handling that line. Occombinally there was a chance of this comparison, but even then the linear would want the Victor stopped before record was half played - said had heard enough - there was no need of comparison, the Edison was far shead of anything ever heard of the kind.

Men all asked for Band selections - were told other selections would be supplied as fast as possible.

Mesers. Hird and Leming were asked as to prospects for delivery of goods. They stated at present the delivery would be small and slow, but that arrangements were started through the factory to get an ultimate output of 6000 machines (both cylinder and disc type per week. That factory conditions always made at impossible to get a large output of an article at first, but later on the delivery would be better.

MM. DOLDERR called attention to fact that the \$60 and \$60 types of Disc machines were not yet ready, and it would be sometime yet before they could be supplied. That the higher priced types - \$150, \$200 or \$250 were further advanced and could be furnished much quicker and it was therefore desirable that orders be secured for same in preference to cheaper types. He also called attention of salesmen to matter of our not granting exclusive territory in any case, and be sure not to make any such concession in arranging with dealers.

Attention was called to the fact that no \$100 type of Disc machine has been arranged for.

ER. IRETON spoke about the Blue Amberol records, and explained delay in filling orders, owing to large orders and factory conditions. He stated the advance fourth list of these goods would be sent out in a few days, and shipment commence about February lat.

The matter of again sending out advance sample cylinder records to Jobbers was brought up, and the salesmen as a body said to continue this plan, as it was most desirable, and Jobbers would order more liberally after hearing the samples, and have less chance of loading up with undestrable and unselable selections.

### DEMONSTRATIONS OF THE DISC.

At meeting of the salesmen this matter was discussed with following results:

MR. STANTON said he could get along without an advance agent. He would look up the representative people through list of automobile owners or blue book, and either visit them personally or call them up on the phone and arrange for their seeing the machine and hearing the records, and in this way assure himself of enough representation, and to satisfy any prospective dealer who was doubtful about selling the goods. He claims that the hit and miss general invitation was not as likely to be effective, and that general newspaper announcements, inviting everybody, only makes confusion.

MR. HOPE endorses same idea.

MR. SOOTT says he does not need an assistant, because he is so well known that he has already started the Dies off in good shape, and that demonstrating is to be their fundamental selling plan. Also that special programmes is going to be adopted by the three dealers in mangor just as soon as they can get records. A special plan of attractive invitations or programmes is going to be in force as soon as they are supplied with a sufficient number of records, and that the dealers already established in Maine are anxious to pursue same demontrating ideas.

MR. SKELTON, owing to the large number of small towns in his territory, thinks he could work faster in demonstrating, and wants to carry it on for a while yet.

MR. CHEW, working in New York State, would like to try the assistant demonstrator a little further.

Mr. Hug and Mr. Lister also stated they approved the plan of Mr. Stanton as to further trial demonstration without an assistant.

### Edison General File Series 1912. Phonograph - Edison Phonograph Works (E-12-65)

This folder contains correspondence and other documents relating to the business of the Edison Phonograph Works. The selected items consist of statements of earnings, expenses, and losses for 1910-1912, along with a draft organizational chart.

Approximately 70 percent of the documents have been selected. Letters of transmittal, meeting announcements, and routine correspondence concerning financial matters have not been selected.

# Statement of Earnings & Expenses for cleven months ending January 31st, 1912-11

Essed on an estimated gross profit determined by using the percentage of gross profit realized for the fiscal year 1910.

1 9 1	QUANTITY VALUE	6 109,931 863,104,73 191,765,03	1,648	88 301 1,471,38 99 406,47 14 66,699,81	7 \$1,555,176.43 sectorororor		11. 120. 201. 201. 201. 201. 201. 201. 2	38 \$512,806.33	407,133,06 5,400,00 3,334,20 14,099,76 26 26 27 28,987,02	36 287.NET PROFIT \$ 82,819,51	1,621,44 37,90,93 4 505,39 40,027,76	22 TOT.EST.NET PROF.\$ 42,791.55
1 9 1 1	QUANTITY VALUE	60,874 627,105,46 118,632.05	1,205 59,996.66 7,163 67,013,44	256 1,325,08 13,411,59 65,306,44 2,611,48	\$1,154,342.47 enemeroration		102,420,13 104,420,13 104,420,13 104,420,13 104,43 104,43 104,43 104,43 104,43 104,43 104,43 104,43 104,43 104,43	\$386,761,08	355,790.21 5,100.00 16,747.58 104,624.17 482,261.96	SALESTED HER DEFICIT & 95,500,66	1,013.40 28,775.55 864.39 SU,653.34	
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### EDISON PROHOGRAPH VORUS

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### Expenses, January 31st, 1912-11 Statement of months ending eleven

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್ರಾಪ್ ಕ್ಷಿಸ್ಟ್ ಪ್ರಧಾರ ಗೃಲ್ಲಾ ಪ್ರಕ್ರಿಸ್ತಿಕ್ಕಾ ಪ್ರಾಗ್ತರ ಪ್ರಸ್ತಿಕ್ಕಾ ಪ್ರಾಗ್ತರ ಪ್ರಸ್ತಿಕ್ಕಾ ಪ್ರಕ್ರಿಸ್ತಿಕ್ಕಾ ಪ್ರಾಗ್ ರಾಜ್ ಪ್ರಶಾರ ಕ್ಷಾಪ್ತ್ರಿಸ್ ಪ್ರಾಥ್ ಪ್ರ

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Bldgs.

Regains to Power Plant Equipment a Steam, Mns from P.P. to

nen &c.

\$ 33

LICHT HEAT & POWER

OTA į. GRAND

nt Furchased & Transferred TOTAL LIGHT HEAT & PONER

3355, 790.21

## Statement of Barnings & Expenses for six months ending August 31st, 1912-1911

Based on an estimated Gross Prefit determined by using the percentage of gross profit realized for the fiscal year 1911.

	1 1	Value	302, 207, 48 54, 739, 47 105, 120, 96	33, 318, 27	34,436.26	791.69	5,902,61	1,761.44	\$573,191,42		81,596.02	43,099,59	13,293,99	640,53	1 9	13.734.01	657.02	5,863,45	\$193,451,19	200,178,91	\$ 6,727.72
	1 9	quants ty	26,782	689	5,718	152														188,350,65 6,728,26 5,100,00	
•	1 2	Value	206,344,67 46,730,95		37,108,03	730.42	11,662,02	1,668,75	\$490,759.21		55,713,06	31,299,39	15,982,43	614, 92		27.672.36	622.44	8,026,46	\$174,082,10	239,634,78	\$ 65,552,68
•	1 9	Quanti ty	15,513	482 Regular	3,848	137													ROFITS	224,557.73 10,277.05 4,800.00	BS
•		SALES	Phonographs Cabinets W a x		Auto Numbering Enchines	Fan Motors	Material Sales Miscellaneous	I c e Electrical Appliances	TOTAL SALES	GROSS PROFITS	Phonographs .	W & X	Frojecting Kinetoscopes	Pates Merchandise	Man Motors	Macellaneous	9 O H	Electrical Appliances Amount realized from sale of scrap	TOTAL ESTIMATED GROSS PROFITS	Total Expenses per attached sheet Thos. A. Edison, Inc. Interest Acct Bond Interest	ESTIMATED NET LOSSES

Statement of Expenses six months ending 31st August 1912-1911

•	7,725.24	1,912,00	12.40	00000	200	200	1,024.21	11,070,90	11,122,98	00 000	00.587	2, 620, 36	20.54	12.10	12,797,07	19,190,56	02.040.2	262.43	170.60	114.70	900	335, 53	1,627.13	*0°00°	7	107.0	200	4 666 18	220.81	856.00	379.24	1.402.72	17.3.11	746.79	1	2, 397, 52	2,252,98	1,516,80	\$185,542.03
2 1 6 1	8,255,52	2,187,00	68,174,03	14.050	1,000 L	GT . O T	924.80	15,964, 68	11,765,85	3,016,11	05.010	2,341,83	42.00	35.70	12,486,89	25, 566, 09	3,110.78	1,641,45	60.74	47.40	991,06	389, 31	1,794.41	1,030,63	7,095,68	267.75	1, 174, 15		20 20 C	876.00	2 2 3 3 3 3 3	1,502.98	90 100	67.62	59.09	000000	7,500,50	2,085,24	\$210,149,92
	Officials	Heads of Selling & Executive Depts.	Factory Supervision	Clerks	Office Boys & Messengers	Stenographers & Transcribers	Janitors & Porters	Stock Clerks	Laborers	Watchmen & Gatemen	Advertising	Printing & Stationery	Books & Periodicals	Office Supplies & Eacilities	Miscellaneous Shop Supplies	Non-Durable Small Tools	Lubricants & Waste	Travelling Expenses	Attending Conventions Exhibitions &c.	Entertainment	Telegraph & Telephone	Postage	Freight & Express	Stable & Cartage	& Aut	Donations & Gratuities	Legal	Interest & Discount	Insurance	Fire Department	Rent	The Kate	Taking of Inventories of more descen-	Incoming Sulpments	moving Expenses	Affiliated Companies	Patterns & Drawings	Experimental Miscellaneous Expenses not classified	TOTAL
	9	ğ	102	103	104	105	106	107	108	109	110	i i	112	113	114	115	116	118	04	000	12	2	123	126	126	127	153	129	130	131	132	133	134	13/	138	140	147	148	

02.	Henst re	\$	Hereirs to Buildings	833,93
9 1			Readways & Grounds	16,12
101		,	W. S. W. Barr. C. Correst Maint	153, 18
122	=		Hydrants, water or cens. mos	50 66
183		=	Railroad Tracks	200
154			Steam, Gas & Air Pipes in Mdgs.	1,204,24
	=	=	Elevators & Conveyors	90.27
201-300			Machinery & Tools	6, 122, 15
301-400		£	Furniture & Bixtures	70. T
401.500		=	Shafting, Belting & Pulleys	2, 251, 62
501-600		=	Foundations & Inst'n of Machinery	272
601-700	Miñor &	ä	Minor & Replacement Wiring Jobs	1,618,79
701-800	Repairs	ç	Repairs to Furnaces TOTAL	\$ 16,384,38
	LIGHT.	ă	LIGHT, HEAT & POWER	

MAINTENANCE OF PLANT

554, 50 7,09 100,67 8,48 925,59 205,728,67 131,79 2,120,10 1,026,67 1,026,67 1,026,67 8,48 \$11,751,97

1,919,88	326.03	39,811,20	26,12 54,557,23 1,976.57
Repairs to Power Plant Equipment	Engineers & Firemen &c. Intringents & Waste Transport for Plant	Indicented Expenses for Power Plant Coal Consumed	Water Supply Fuel Oil Elec, Current &as & Stenm, Purchased & Transid TOTAL

170 171 172 173 174 176 176 178

7.31.49 9,509.29 354.82 607.52 1,020.24 48.873.29 8,943.35

\$188,350.65

\$224,557.73

TOTAL

GRAND

# Statement of Earnings & Expenses for nine months ending 30th November 1912 - 1911.

Based on an estimated gross proit determined by using the percentage of gross profit realized for the fiscal year 1911.

1911	QUANTEL TY VALUE	45,280 90,140,26 90,140,26 1,024 50,125,43 1,024 50,222,84 5,811 55,743,49 1,646,71 24,91 100,144 2,300,57	\$903,777,55	120,545 64 20,155 65 20,115,55 20,114,65 20,114,68 20,114,68 20,116,71 20,11	\$302,949.29 886,310.92 12,516.22 104,624.17 \$106,602.02
1 2	VALUE	396, 563, 55 97, 720, 75 97, 720, 75 10, 770, 70 10, 771, 920, 10 10, 730, 60 10, 730, 60 10, 730, 60 10, 730, 60 10, 730, 730, 60 10, 730, 730, 730, 730, 730, 730, 730, 73	\$854,679,64	107,072,15 40,080,41 40,080,41 52,711,52 1,012,40 1,012,4	\$295,779.06 286 \$356,834,74 \$75,055,68
1 9	QUANTITY	29,951 709 Reg. 2467 H.P.K.).			245,199,78 345,199,78 4,800,00 16,834,96
	SALES	Phonographs  Waliner  The control of the coopes  Auto humbering Machines  The factor Salles  The factor Salles  The factor of the coopes  The cott and the coopes  The cott call Appliances	TOTAL SALES ESTIMATED GROSS PROFITS	Phonographs  ye large  ye large  ye large  ye large  red for ting Kinetoscops  Auto. Binnering Monines  Rate Revenantise  Rate Revenantise  Raterial Sales  Raterial Sales  In certification  I certification  Raterial Appliances  Appliances  Rateriard From Sale of Sorap	TOTAL ESTIMATED GROSS PROFITS Dod. Exponess per attached sheet 345, T. A. Madison Inc. Interest Acct. Goodwin mist. Total Estimated Net Losses

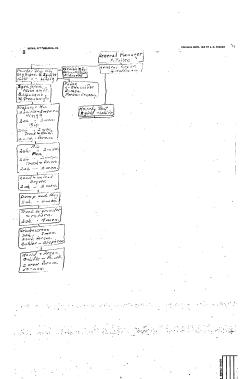
## Statement of Expenses

## line Months ending 30th Movember 1912-11

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2 1 2 1 2 1 2 2 2 2 2 2 2 2 2 2 2 2 2 2	2, 2, 2, 2, 2, 2, 2, 2, 2, 2, 2, 2, 2, 2	1, C62, O2 281, 12 281, 12 281, 12 1, 746, 88 1, 74, 88 1, 695, 90 1, 695, 90 1, 695, 90 1, 636, 17 2, 868, 17 2, 868, 17 2, 868, 17 2, 87, 317, 98	2, 1595, 47 15, 119, 190, 190, 190, 190, 190, 190, 190
Gofficials Recoult we & Scilling Depte. Procovery Supervisor Scilling Depte. Procovery Supervisor Scilling Depte. Semographer & Francoribers Semographer & Francoribers Indepted Transcribers Advertarial Science of Science S	Shlowens Expenses  Attwelling Expenses  Batterin mentation, Exhibitions & Solutions & Solutions  Paright & Expense  Stall & Solution  Things & So	Repairs to Buildings Crunds Receive Corunds Receive Corunds Receive Corunds Received Tracks & Serer Eains Received Core AAT Proce in 1146s. Received Coresors Received Coresor	* ##6#8###
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\$286,310,92

\$345,199.78



# Edison General File Series 1912. Phonograph - Foreign (E-12-66)

This folder contains correspondence and other documents relating to the marketing of phonographs and recordings in Europe and the selection of music, songs, and singers. Included is correspondence to and from Paul H. Cromelin of the National Phonograph Co., Ltd., in London pertaining to the shipment of music catalogs and trial records to West Orange. Other letters between Cromelin and Edison discuss negotiations with tenor Giovanni Martinelli and a demonstration of Edison's disc phonograph for tenor Jean de Reszke. Several of Cromelin's letters from April 1912 bear the notation: "Copy of letter presumably mailed on Titanic." There is also correspondence by Thomas Graf of the Edison Gesellschaft in Berlin and by Humbert F. Tosi, who was scouting operatic talent in Italy, Russia, and other countries and hoping to establish an office in Milan to represent Edison. Also included are a balance sheet for the Edison Gesellschaft; an agreement granting the sales agency for the Edison Business Phonograph in Switzerland to Hermann Moos of Zurich; an agreement between Augustus M. Baldwin and his financial backers regarding the sales agency of the National Phonograph Co. in China and India; and a summary of capital shares of the Edison Manufacturing Co., Ltd., in which Edison held majority control.

Approximately 90 percent of the documents have been selected. The unselected material consists of duplicates, letters of transmittal, and publicity material relating to singers.

AMT IV 10735.

EIDENE HÄUSER: Second N 1115A

NEW-YORK.

# EDISON-GESELLSCHAFT M.B.H.

ABTEILUNG FOR KINETOSCOPE UND FILMS.

FRIFDRICHSTR. 10.

THUMAS A.

New York

Well Courses court the idea of the wall course the court to royellus.

Those and the tent to royellus.

Chowned the tent you go was a superior to the tent to royellus.

Gentlemen,

I beg to acknowledge receipt of your favour of the 20th ult. contents of which have indeed been very interesting to me.

I am very anxious to carry out at a near date some suggestions Mr. Eaison made to demonstrate the invention to the court here and in Vienna. For this purpose we need not wait until we have records with German text, because English is very well understood and spoken at both courts. Perhaps you will have soon an opportunity to bring this up to Mr. Edison. I should like to know considerable time beforehand, when some advance demonstrations could take place, in order that I can procure permission in time.

Thanking you for the lengthy and interesting information you have given me, I beg to be,

Very truly Yours

Managing Director

Write Grab I want the calal agues of the largest runs ic que 6 Cesting Concerns in Rustin Sweeden Morway, Garney-austrik Crowdling is gatering in the action Condition = Other names of 200 hand Gook ferm who keep old Gooks and music, I am after cold son of missic

wrote m I want to get full catalogues of the largest much publishing Abuses in England Scotteend Drefand of Freder Belginn + Graf wice get the other touch Hain hunting for old songs amusic - It chang are only Cookstores www Landow Keeping ald 2nd hand music (10) in back form acid address & of they have a contral agua sound coal

Thusic Koon

Mr. W. H. Miller:

Feb. 1, 1912.

I enclose you herewith copies of agreements with the various Austrian composers each us by Hr. Graf, together with his letters relating to them. I assume you will want to go over these carefully and perhaps confer with Mr. Dyer.

Enc-

I. W. Walker.

# Thomas a Edison\_

# National Phonograph Co., Ltd.

Edison Works Willesden Junction, London, N.W. City Offices & Showrooms: 25,Clerkenyrall Road,E.C.

FACTORIES ORANGE NJ.U.S.A LONDON DEBLIN SYDNEY

Edison Phonographs & Records February 2nd 1912

Thomas A. Edison Esq.,

ORALIGE. N.J.

Dear Mr. Edison,

I have duly received yours of January 22nd. and note your wish to obtain catalogues of the largest Music Publishing Houses in England, Scotland, Ireland, France, Belgium and Spain.

The work of collecting of these will be begun at once, and I will have the same sent to you from time to time as they are obtained.





# National Phonograph Co., Ltd.

Edison Works
Willesden Junction, London, N.W.
Giv Offices & Showrooms: 25, Clerkenwell Road, E.C.

Edison Phonographs & Records

PACTORIES

ORANGE NJ.USA

LONDON

DERLIN

PARIS

SYDNEY

DUENOS AIRES

PIC/LN

February 3rd 1912

Dear Mr. Edison.

In accordance with instructions from "r. Dyer indicating your wishes I have had tests made of the voices of a number of singers and the samples are being sent to drange for your examination.

Attached hereto is a memorandum showing name of singer class and selection sung for test purposes.

Enclosed you will find some press notices and particulars of the artists whose tests are being forwarded.

I understand from Wr. Dyer you are seeking voices of a certain quality having in mind their suitability for our work.

If you care to go a little more in detail as to what particular characteristics you are seeking I may be able to give you more intelligent assistance.

I want to co-operate with and be of some real help to you but feel as if we are groping over here and don't know whether what we are sending is what you are after.

Nost of the singers whose work we are forwarding have been secured through the Imperial Concert Agency. Some have voices which are promising for our work. We have rejected many and are only sending those along which in our opinion might

## Mr. Edison Contd. Page 2

possibly possess the quality you are seeking. None have known a phonographic career.

Among those sent I might particularly invite your attention to the following:

Mary Fielding . Dramatic Soprano. Promising for our work. Phyllis Lett.Soprano. A bit nervous. Sang slightly off, but might be developed.

Winifred Newis Contralto. Very good indeed. Would probably make an excellent addition to our list of Edison Singers.

Alfred Heather. Scotch Tenor. Very good for our work.

Hubert Eisdell. Tenor. Excellent.

Worman Williams. Bass Baritone. Very good.

Louise Sims Contralto. Good quality but very nervous during trial.

We will make additional shipments to you from time to time and meanwhile if you care to supplement original instructions we will do all we can to accomplish what you-desire.

(pomebus

Thomas A. Edison Esq., Orange,

HEW JERSEY.

NAME OF SINGHR	CLASS	SELECTION
Gertrude Reynolds	Soprano "	Oh Flower of all the World" & Scale.
Mde. Mary Conly.	Dramatic "	The auld Hoose". & Scale.
Mr. Richard Ripley.	- ,	Mother o' mine". & Scale.
Mr. Gwynne Davies	Tenor "	Thy beaming eyes". & Scale.
Joseph Farrington	Bass Baritone.	"Drake goes West".
Miss Winifred Lewis	Contralto	"The Rosary" & Scale.
Mr. Fredk. Ranalow	Bass Baritone.	"Drink to me only" & "The Crocodile".
Miss Phyllis Lett	Contralto	"Lillies"
Miss May Peters	Contralto	"On; the banks of Allan water"
Miss Jennie Taggart	Soprano	"Braw braw lads".
Miss Mary Fielding	Dramatic Sofum.	"Sunshine & Rain"
Miss Caroline Hatchard	Soprano	"Robin Adair"

These have already been forwarded.

HAME OF SINGER	CLASS	SELECTION
Mr. Alfred Heather	Tenor	Bonnie Wee thing
Mr. Hubert Eisdell	и	"I know of two bright eyes" & Scale
Mr. Julian Henry	Baritone	"I'm wearing awa' Jean" & Scale
Miss Christine Bywater	Soprano	"If I built a World for you & Scale.
Mr. Anderson Wicol	Tenor	"The fond kiss" & Scale
Mr. Alexander Webster	Tenor	"Bonnie Wee thing" & Scale.
Mr. Albert Beresford	Counter Tenor	"Meet me to-night in Dreamland" & Scale.
Mr. Worman Williams	Bass	"The Wreck" & Scale.
Miss Louise Sims.	Contralto	"Rest thee my dear one" & Scale.

The above will be forwarded with the next shipment.

We have not yet received pa ticulars and Press Notices of the last three artists. They will be forwarded when received.



FER 14 212

PHC/LW

February 3rd 1912

## RECORD MAKING

Dear Mr. Dyer,

I duly received yours of Dec. 26th. advising me of Mr. Edison's wishes to which I have given much thought and study.

You will find enclosed copy of a letter I am sending him to-day in accordance with your instructions and in compliance with his wishes.

As regards Bonci and Dani. No move has been made by me to endeavour to get them, because of the confusion arising out of conflicting instructions.

Dec. 14th. Mr. Miller wrote:

wir. Maison just now does not seem to think we require suy talent with reputation, and until he requires to talent with reputation, and until he useless to bud for talent. However, I think, at the present time that it is just as well to discontinue engaging artists until such time as we can see our way clear as to when the new disc will be placed on the market."

Dec. 22nd. he wrote among other things not to make any overtures to either Bonci or Dani and concluded by suggesting that we call Ashton & Hitchell off. The general impression I gathered was that it had about been concluded to call a halt

until we knew a little mpre as to where we stood on the disc proposition.

Dec. 26th, your letter with instructions about seeking new and unknown talent generally confirms this, but nevertheless we are instructed to go ahead on deals with Bonot and Dani.

Just as we are about to move in this matter along comes a letter from Mr. Miller dated Dec. 25th. stating he had just received copy of yours to me of Dec. 25th. containing instructions as to Bonci and Dani and noting that they were different from his own instructions he had written you suggesting that you countermand your instructions of Dec. 25th. He concluded:

"I trust you will do nothing until you hear from him".

Naturally I've done nothing, awaiting advices from
you countermanding former instructions. I suppose those have
not come to hand because of your absence but I have not
answered any of the letters heretofore, expecting each mail
would bring me advices which would clear up the situation.

About Lyne and Harrold, my original instructions of December 5th from you were to offer not more than \$\frac{\pi}{n}\$.000

ten songs each and not exceeding 20% royalty. I was strongly of the opinion that if I went about it right I might be able to get these artists on an advance on account of royalty proposition which in my judgment is infinitely to be preferred and in every way better for the Company than to have to pay the cash and a royalty. On such a deal we merely make an advance

which is worked off as the records are sold. If we never sell any we are merely out our advance. If we sell less than a number which would equal per year at the percentage agreed upon, our a vance we are still to the good. If we sell enough to yield the artist something over his advance he has had to earn it and we have had the business. Of course such a deal is not easy but this is the kind to make whenever possible viewed from the Company's standpoint. Such a deal should be for as long a period as nosmible, provided we don't have to guarantee a yearly minimum income. The Artist is entitled to . his royalty as the records are sold settlements quarterly remi-quantitylpr annually as preferred. It is to his interest to add to his reportoire from time to time so as to increase his royalties, and it is of greatent importance to him that he sings perfectly and as many times as may be required to insure perfect recording. He is a partner in the enterprise is interested in the sale of his records, becomes a boomer for the Company and a missionary in the field.

liow Marrold and Lynne are good long distance propositions for us on this basis. They required minimum guarantics of A.000 per year however. I propose to work it, so we
would have the option of renoving and tie them up for three or
five years. If at any time we felt we did not wish to retain
their exclusive services we could arrange for their release
and adjust the matter but meanwhile we had them for us on what
in my opinion would be the best basis. Defore deciding to do

this I personally attended two performances and heard them in Agoletto and Lucia so as to be sure of the correctness of the course I was taking.

Mr. Miller cabled Dec. 29th:
"Don't close with Harrold or Lyne for five years,
Wait for letter",
and I dropped the matter.

When Mr. Miller's letter of December 29th confirming the cable reached me the suggestion is made that I did not seem to understand your cable of December 5th. I did, understand it. There was no doubt as to your meaning.

Your cable indicated no term for the contract however and I set about scheming how to get around the necessity for paying them the sum mamed <u>plus a royalty</u> and thought I had my negotiations well advanced with Hammerstein, one of the Sirvewdest men in the business when the cable of Dec. 29th.

Meanwhile Hammerstein went to America and there has been the subsequent Edison-Columbia negotiations on terms much less in the interest of the respective companies and the results are still hanging fire and success in my opinion doubtful.

Personally if it goes through, it is the kind of deal I want to advise against making in the future. I don't refe to the matter of the Companies pooling their interests on the Artist proposition for that might prove well worth while. But the idea of paying large sums for promising artists and then after we have given them their start, taught them the niceties of recording so to speak, leaving it possible for them to go

over to our competitors does not appeal to me. In my opinion the principle is radically wrong. Get them tied up to the longest possible term, on the smallest possible committeent, reserving all the options to the Company. You can't do it all the time, but it can frequently be done.

I'm taking the liberty of passing these thoughts along. Perhaps they don't represent the policy of the Company and there may be reasons I know nothing of why they might not fit in well with its policy.

I personally believe them sound and would like to see the Company give them consideration, when we know where we stand on the disc product and decide upon our future policy as to new recording.

Hoping your treation has been of groatest benefit and this finds you in the best of trim, I rengin

Very truly yours

Frank L. Dyor Esq, President, Thomas A. Edison Inc. ORANGE. N.J.

TELEGRAMS & CABLES: HANDOMLY, LONDON CODES USED: WESTERN UNION: A.S.C. & LIEBER'S

Thomas a Edison\_



# National Phonograph Co., Ltd.

Willesden Junction, London, N.W.
City Offices & Showrooms: 25, Clerkenwell Road, E.C.

Edison Phonographs & Records

FACTORIES
ORANGE NJ.USA
LONDON
SERLIN
PARIS
SYDNEY
BUENOS AIRES

PHC/LV

February 7th 1912

Thomas A. Edison Esq,

Orange. H.J.

Dear Mr. Edison,

following:

3.5 1

Supplementing former advices, you will find attached a liet showing additional trial records which we have made here and are forwarding to you this week. These will go forward with those we have formerly reported to you on as having been made but held here.

You will find press notices and particulars herewith of the following artists:

Norman Williams D'Arcy Woolven Jackson Petter Ivor Walters Miss Wiolet Elliott " Lilliam Dillingham

Tenor Contralto Soprano Soprano.

Bass Baritone

" Laura Evens-Williams Sopramo.

I have yet to receive press notices from the

Hughes Macklin
Miss Lily Fairney
Miss Janet Hemsley
Loon Fastovsky
Miss Louise Simms
Alhert Beresford
These particulars will

Tenor Contralto Mezzo Soprano Tenor

romben

Bass Baritone

Contralto Counter Tenor. Le sent you as good as received.

DICTATED TO AND TRANSCRIBED FROM THE EDISON DICTATING MACHINE.

HATE OF SINGER	CLA S	SELECTION		
Miss Laura Evans Williams	Soprano	Tosti's Goodby	& Scale	
D'Arcy Woollven	Baritone	Sincerity	& Scale	
Janet Hemsley	Mezzo Soprano	Rose in the Bud	& Scale	
Miss Lily Fairney	Contralto	An Emblem	& Scale	
Just graduated from Roya	L Academy.			
Jackson Potter	Bass Baritone	I know a lovely	garden & Scale.	
Promising for our worl	k.			
Lilian Dillingham	Soprano	Annie Laurie	& Scale.	
Hughes Macklin	Tenor	Grey Eyes	& Scale	
We've made one commercial record of this party. Nect me to-night in Dreemland. Will appear in June list. He sings for us under the name of Glandon Roberts.				
Leon Fastovski	Russian Tenor	For you alone &	Scale.	
Ivor Walters	Tenor	Like Stars above	& Scale	
Promising for us.				
Violet Elliott	Contralto	My Dear Soul	& Scale.	

. Blom Foreign

Telegramm-Adresse: Epiphon pensin. Thomas a. Edison

Fernsprecher: Amt IV 10735.

EIGENE HÄUSEN: DRANGE N.JUSA. NEW YORK, LONDON, PARIS, EDISON GESELLSCHAFT M.B.H.

EDISON-PHONOGRAPHEN G.BULDS

FRIEDRICHSTR. 10.

THUMAS A.
EDISUNS
PHONOGRAPMEN,
GOLD-GUSS-WALLER,
KINETOSKOPF,
URIGINAL FILMS,
MOTORIEN,
PROMOTED TO THE PROMOTE TO THE PROMOTED TO THE PROMOT

Borlin S. Wis February 8th, 1912

Thomas A. Edison, Esq., Edison Laboratory, Orange N. J.

Dear Mr. Edison,

I beg to acknowledge receipt of your letter of the 22nd ult. I have written for complete catalogues to the largest music publishing houses in Germany, Austria, St.Petersburg, Copenhague, Stockholm and Kristiania, and will send you these in patches as they come in.

Good second hand book firms, specializing in books of music

are:

Anton Goll's Nachflg., Musikverlag, Wollzeile, Vienna I.,
Ludwig Doblinger, Musikverlag, I Dorothegg., Vienna, Austria
Karl Hofbauer, Musikverlag, I Kärntner Str., Vienna, Austria
Hugo Kneppler, Musikverlag, I Habeburgerg., Vienna, Austria
Bosworth & Co., Musikverlag, I Wollzeile, Vienna, Austria
Verlag Schuberthaus, I Elisabethstr., Vienna, Austria
Bote & Bock, Königl. Hofmusikalienhändler, Leipziger Str.
37, Berlin, Geramany.

Otherito follow.

Very truly Yours

tomasteat

Director

G.E.

Telegramm - Adresse: EoiPHON BERLIN. Thomas a. Edison

Fernsprecher: Amt IV 10735.

EIDENE HÄUSER: DRANGE NJUSA. NEWYORK, LONDON, PAMS. BRUSSEL EDISON-GESELLSCHAFT M.B.H.

EDISON-PHONOGRAPHEN #BOLDBUSSWALZEN.

FRIEDRICHSTR. 10.

THEMAS A.
EDISONS
PHONOSPAPHEN.
GOLD-BUSS-WALZEN,
KNACTORCOME,
MOTORCOME,
MOTORCOME,
MOTORCOME,
NUMBERS-MASCHITCH.

Berlin T. W. February 8th 1912

Thomas A. Edison Esq. Edison Laboratory Orange N. J.

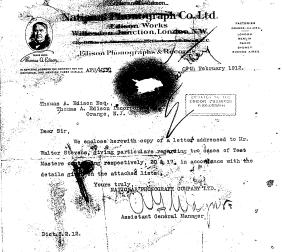
Dear Mr. Edison,

I am sending you to-day under separate cover the first lot of catalogues received; they are from the following music-publishes: Edition Peters, Leipzig Adolf Fuerstner, Berlin

Theaterverlag Ed. Bloch, Berlin August Cranz, Leipzig.

Very truly yours

Tromas Praf.



TELECHAME & CABLES. HANDOMLY, LONGON COOLS USED WESTERN UNION ABC. & LIEBERD

TALEPHONES WORKS, 1218 & 1217 WILLESOEN

Shomas a Edison\_

# National Phonograph Co., Ltd.

Edison Works Willesden Junction London, N.W

Edison Phonographs & Records

ORANGE NJ.USA LONGON

LONGON BEBLIN PARIS SYDNEY

a. Edison.

THE COMPANY NOT THE AFT AFTER

9th February 1912.

Thomas A. Edison Bag., Thomas A. Edison Incorporated Orange, H.J.

Dear Sir,

We enclose herewith copy of a letter addressed to Mr. Welter Stevens, giving particulars regarding two cases of Test Masters continuing respectively, 20 & 17, in accordance with the details given the attached lists.

DICTATED TO AND TRANSCRIBED FROM THE EDISON DIC

Yours truly NATIONAL PHONOGRAPH COMPANY LED.,

Assistant General Manager

Dict. 8. 2. 12.

AFW/LIKE.

9th February 1912.

Hr. Walter Stevens, Hanager,
Thomas A. Edigon IndoOronge, N.J.

DICTATED TO THE EDISON BUSINESS PHONOGRAPH

Deer Sir,

We are this day handing to Hessrs. Lumban & Heere for chipment per 9/8 "Minnehaha" sailing on the 10th inet, three cases marked:

E. Inc. Orange,

One of those cases contains two lantorn illuminators which are being forwarded by Mr. Gromelin's instructions, and in regard to which he will be writing further particulars. The other two cases contain respectively, 20 & 17 Test Master Records made for Mr. Edison.

We have instructed Messrs. Lunhau & Moore to forward direct to you:-

- Original B/Lading,
- 2. Our invoice for Customs purposes No.5698 showing an amount of £10.12.0.

We hand you herewith: duplicate copy of this invoice, and will forward you duplicate copy of E/Lading as soon as we

Mr. Walter Stevens

receive this from Hessre. Lumban & Hoore.

We trust you will have no difficulty in clearing the shipmont, and we would cak yourse forward same to the factory.

Yours truly, NATIONAL PHONOGRAPH COMPANY LID.,

Accistant Concral Hanager.

Dict. 8.2.12.

CONTENTS OF CASE MARKED: -

FOR Mr. EDISON

Inc. ORANGE N.J., U.S.A.

Mr. Jobbson Potter Bass Baritone, Scale. 1 Master	hr. Ivor Walters. Mine Violet Bliitt. Mine Lilten Dillinghem. Hr. Hughes hacklin. Mine Japet Hemeley. Mine Japet Hemeley. Kr. Leon Fastovsky. Kr. Leon Fastovsky. Kr. D'Arcy Woolven. Er. Jakcon Potter.	Tenor.  Mezzo Soprano. Contralto. Tenor. Soprano. Bass Baritone.	Song. Scale. Song. Scale. Song. Scale. Song. Scale. Song. Scale.	l Master.
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Master. Master. 20 Masters.

CONTENTS OF CASE MARKED: -

P. A.

E. Inc.

FOR Mr. EDISON.

ORANGE. N.J., U.S.A.

75.00	Alfred	Heather.	Tenor.	oung.	T ERGOOT.
w.T.	177	Beresford.	Counter Tenor.	Song.	l Master.
mr.	Albert	peregrora.	11 11	Scale.	1 Master.
75	Theboods	Eisdell.	Tenor.	Song.	1 Master.
ET.	nubero	WIRGSTI.		Scale.	l Master.
2.5	Julian	TT consen	Baritone.	Song.	1 Master.
1.12	Jurran	nenry.	11	Scale.	1 Master.
35	**********	Williams.	Bass.	Song.	l Master.
mr.	HOLINGI	WILLIAMS.	B 1000	Scale.	l Master.
**	4-3	on Nicols.	Tenor.	Song.	l Master.
Mr.	Anders	OH WICOID.	11	Scale.	1 Master.
77	47	der Webster.	Tenor.	Song.	1 Master.
Mr.	VIGYER	Mat. Mangager.	"	Scale.	l Master.
		e Simme.	Contral to.	Song.	l Master.
MIS	8 Tours	A OTHERS.	OON ST GET GOT	Scale.	1 Master
200		tine Bywater.	Soprano.	Song.	l Master.
2118	s Chris	tile Dywarer.	n and	Scale.	1 Master.

17 Masters.

Telegramm-Adresse: EDIPHON BERLIN.

Fernancechen: AMT IV 10735.

EIGENE HÄUSER: DOANGE NAUSA. New-York LONGON PARIS. BRÜSSEL

# EDISON-GESELLSCHAFT M.B.H. EDISON-PHONOGRAPHEN w.BOLDGUSSWALZEN.

FRIEDRICHSTR. 10.

THUMAN A. EDISONS PHONOGRAPHEN, SOLO-GUSS-WALZEN, KINETOSEOPE, DHIGHAL-PILMS, MOTOHEN, PRIMXR-DATTERIEN,

Berlin T. Was. February 13th. 1912

Thomas A. Edison, Esq Edison Labora

Dear Mr. Edison,

I am sending you to-day under separate cover

further lot of catalogues received; they are from the following musicpublishers::

Johann André in Offenbach Fr. Kistner ,Leipzig C.F. Kahnt Nachfolger Leipzig Julius Hainauer, Breslau Friedrich Hofmeister, Leipzig

Very truly Yours

1 Fromes &

artists. Torey Walter Willer Read this a Groung it weethe you ment time you Come to Laboraly two will sittle the whale themps No Crowden Groof tourselves will work together Lecu

Copy for Michigan

(E) 19 31

PHC/IN

February 3rd 1912

Dear Mr. Miller,

I have several letters from you which remain unamswered and I have not replied to them heretofor hoping to receive later instructions from you or Mr. Der or Mr. Edison which might clear up the conflicting advices I have received in regard to the general subject of record making and in regard to certain artists in particular.

I am sending you a copy of letter which is being forwarded to Mr. Edison in regard to certain trials we have made carrying out his stabes as indicated in Mr. Dow's letter of December 25th. I am also writing a litter to 'Gr. Doer in regard to the thole general subject copy of which I hand you hereath. Same is self exchanatory.

No advices have ever been received from Mr. Ryer countermanding his original instructions of December 25th, and naturally I have done nothing as regards Senci and Dani pending further advices.

I am also awniting resconse to mine of December 18th.
asking for full and complete information as to how the general
matter of bookingartists is handled in the United States

Mr Miller Contd Page 2

and indicating my desire to know what the wishes of the Company were.

I passed the word along to Ashton & Mitchell on rescript of yours of December 28nd and have had several conferences with Mr. Boschi and a recort from him as to his warlous activities while in Italy and Spain. I have also sought to obtain his or-operation in the matter of getting the test records Mr. Edison requires. We feels, and I feel, that in many instances it will be quite impossible to obtain those tests, and that while we are vorking to get them, we may be looing opportunities to the up artists of importance who might get over to our competitors.

MARRE & HARROID.

By my lotter to Mr. Dyer you will see what I was driving at in the scheme I proposed for those artises.

Meanwhile, there have been the negotiations jointly on behalf of ourselves and the Columbia Company, but up to the present time we have not been able to close. Harmoratedin is having diffigulty with the artists themselves, and as he is entitled to 50% of anything that they get, the matter is in a nees.

We hope to bring it to a head some time before the close of next week.

Word has been passed along to the Paris office to negotiate with Delna as per the authority given by Mr. Edison, but the contract is not actually closed yet.

Boochi saw Dani in Italy and reported:
"I think this artist has a splendid voice and should be secured. Would be willing to sing ten songs for £200".

Mr. Miller Contd. Page 3

In regard to Assoini. I note by your late advices that we are likely to get him for a limited number of solections. Bosonhi had called on him prior to your advices sugressing that should he be free from his contract with Pontipia he should accept one with our Sompany. Assoini taunted Bocochi as not being the representative of our Company, but that one Brumsoci had been to see him was the representative for the hatical Phonograph Co. Bocochi was worked up over the whole matter, and wanted to know about Brumsoci. I told him that while I knew Brumsoci personally I did not know that he was in any way consoled althor directly or indirectly with our dermany, and would not believe that he had been sont over here to negotiate with arrises on our account without my being informed in regard to the matter.

Will you please advice no what relation Brunacei has to us, and if it true that he is our representative in such aggetiations and has he been ever of this side negetiating on our behalf.

Beach man Garibaldi while on his trip and reports that so is very much upost became so has not reclived another Agreement and if we do not renaw so will accept offers from other departure. He ands:

"I think it is a great pity as no doubtshe is one of the best artists in I aly and the principal mezzo-soprand we have".

I morely pass this along for what it is worth.

If you have any wishes or any instructions in the matter please let me hear from you.

I quote below comment in regard to several artists

Mr. Miller Contd Page 4

and about other matters which Boochi has made to no for your general information and any action you may wish to take:

Comic Neofoldani Old Word O. D'Androy.

One of several artists who has been tied up exclusively by a German Company, the Polyphone. Is greatly
disscribed, and would be willing to accept £8 per song.

Work Works to Pupil of De Clorgio. The would come to London to record in June, ton songe 200. The protege of Faceagni will do very well. Splendid voice.

Cav. de Cierrio. Proposes to sing thirty pisess during two years purely ancient made of classical composers such as Palestrian, Stradella, Marcella, Pergelesi, Scarlatti, Handel, Cluck, Cimeres so as to form a sort of library of songs which would be suitable for religious communities and conservators where leve songs chansonettes and other unavitable made is not paralited and therefore the phonograph is not in good repute. This idea would be a new departure. He would accopt 2100 pe year for two years contract, plus expenses. Souch adds:

"I think thin idea is a good one and should be taken up as there is no doubt that it would be a moneous and quite a neverly encucledly as Cay, de Glorgio is the principal tender of Pene and in well acquainted with all the black enterourney and could give such a push to these direct that they would murely be a great success.

I have advised Scochi that I did'n: feel competent to pass upon such a proposition, but have requested him to submit a list of about ten or twolve selections such as he would propose to begin the repertoire in question. Up to now he has not submitted the list.

Mr Miller Contd. Page 5

good

Anita Gascommucoi. She would accept a contract for three years ten conge for 280.

This a wonderful voice, and I feel sure that this young soprains will rise to the top of the profession, and in securing her at such low terms the I.P. Co. will have a coincid artist on their scoke. She coung for he in Rome and I was delighted with her voice. As a light sopramo the is most Communing.

Ermsc Assisted. Would be willing to accept 250 for each recitation for not less than five. To-day this purty is the principal artist in Yady and I can easily say that he is like Salvani. He is appearing in new York and will euroly to one of the big successor.

Cav. Romaini. He is said to be now free from Funtible
and Po is the principal baritone at the Social Theatre filtun
and will be free on the 15th April, and would sigs ten
songs for 2200. To secure him would be advisable from
all points.

Inco Perrais. Soprane appeared with Benei at Constanti, Rome. Created the part of Sofia in the Cavahe della Rosa with great success. Think she would be a good acquisition for the ".P.Co. She asks 500 frames per song not less than ton.

Spanish Munic. If this interests the N.P. C. I have several artists who have assured me that they will give me the exclusive rights for their composition. There are also a few singers who would sing these compositions, among them I have Pable Luna who has given me the rights of Molines de Viento which is at present one of the most popular things in Spain.

Mr. Miller Contd. Page 6

Massagni. Massare Massagni would be pleased to accept a contract with the N.P. Co for the production of several discs from the Opena "Tabbonu" 280 per disc. Massagni would arrange a salection for each disc, and would give the exclusive rights for "Tabbonu" for Tabking Machine work to the P.P.Co. Be artists, we could have Koralek as one as she is at present singing in the Opera and a few others to be selected of when Cav. Semini who is at present performing in "Tabbonu" in "Male could be one.

#### Roccial adds:

"I know for a fact that that Granophone Ge, are trying their utnown to have the wights of this opers had rereason or another Macagani will not listen to them. I feel sure that if we could have the exclusive rights of 25 makes and the company in the world could not duce the diese of such a more and or should have appearing the state of the company in the world only the expensive but I still think that it would be good adverticement and the bost thing we could do."

I put up to Foochi the point as to whether or not be would pay the price auggested if conditions were reversed and he camed our Company, and got him to admit finally that he would not.

I asked his how high he would go to secure the excludive phenographic rights, and he suggested that about 2:00 would be well worth while. I told him to see what he could do along this line and let me know as we would give further consideration to the subject.

I have no comment or recommendation to make further in respect to the various mat ers which Rocchi

Mr. Miller Contd. Page 7

has brought to our attention, but await your instructions.

Of course, at the present time it in out of the question for us to obtain sample test records of these singers for most of them are in Spain or Italy, and we have no one available for the purpose of going out to get the tests nor have we the machine.

I don't understand that if the artist is well recommended and we are sure of intriposition, Mr. Eddson would insist upon having the sample test records before anything could be done. If he did, I should consider this most unfortunate for I would like to feel that when I am absolutely satisfied as to the importance of or wisdom of a deal, we could close tentatively and not run the chance of losing the opportunity because of the long delays incident to shipping samples to America.

Hoping to obtain full and complete instructions at an early date, and with best personal regards, I am,

Very truly yours,

an ging Director.

W.H. Hiller Esq, Manager, Recording Dopartment, Thomas A. Edison Inc. 59/83 Fifth Avenue, HEW YORK. Telegramm-Adresse: Eoiphon dentin Thomas a. Edison

Fernsprecher: Amt IV 10735.

EIDENE HÄUSER: BRANDE N.J.U.S.A.

NEW-YORK, LONDON, PARIS, EDISON-GESELLSCHAFT M.B.H.

EDISON-PHONOGRAPHEN 11.50LDBUSSWALZEN.

FRIEDRICHSTR. 10.

THUMAS A.
EDISONS
PHONOGRAPHEN,
SOLO-GUSS-WALKEN,
KINETOSCOPE,
ONGINAL-FLMS,
MOTINEN,
PHANAS-BATTERIEN,
NUMERICA-MARCHINEN.

Reclin S. Was February 14th. 1912

Thomas A. Edison, Esq. Edison Laboratory Orange, N. J.

Schuberthaus, Georg Lewy, Wien.

149

aderina

Dear Mr. Edison, Yoursceive to-day under separate cover the catalogues from the following music-publishers:
Oluf By'e Musikhandel, Kristiania
Norak Musikforlag Kristinia
Abr. Lundquista Musik Förlag Stockholm
Elkan & Schildknechts Musik Förlag Stockholm

Wry truly Yours

Khomas Exact





FACTORIES ORANGE.NJ.USA LONDON

PARIS SYDNEY BUENOS AIRES

PHC/IA

February 15th 1912

Thomas A. Edison Esq.

ORANGE. N.J.

Dear Tr. Edison,

Supplementing former advices, I hand you herewith

wress notices and particulars relative to the following artists, trial records of whom have been forwarded to you:

Hiss Lily Fairney Miss Janet Hemsley Leon Fastovsky Hughes Macklin Contralto. Mezzo Soprano. Tenor. Tenor.

This completes the list of press notices and information about all the artists whose records have been forwarded to you with the following exceptions:

Albert Beresford Counter Menor. We have no press inclose of this artist and the only information I can give you is that he is at present touring the British Nusic Walls in the Provinces with a troupe called "Dare's "distortels".

This Louise Sims. Contraite.

This artist reprets that she cannot furnish press notices at the present time, but has asked us to classify her as the well known perceibing Contraite, late of the Carl Rosa Company and the London's Railad Congrets Juc.

Very truly

DICTATED TO AND TRANSCRIBED FROM THE EDISON DICTATING MACHINE.

Pla "Plan. -- Fareign - England

February 21, 1912.

Mr. Paul H. Cromelin,

% Mational Phonograph Co. Ltd.,

Willesden Junction,

London, N. W. England.

Hear Mr. Cromelin:

ir. Jähnon has asked me to write to you enclosing his consents on the test recording you have recently sont hits. At the same time he desires me to enly your steming to the fact that the coales see summy by your singers are not quite what he wants, as they do not bring out some things he is looking for. I am working with him on the mulgot here at the laboratory of the appropriate that we require of all aingers who come here. We sake hopmone, contraction, tenore, and beritones to start on the middle O, and go us helf a tone at a time, taking the arpeggio for each tone, until they reach the highest note of their respective ranges.

If the voice indicates a richness in the lower registor, we frequently start again at the middle 0, taking the arpeggios, but descending half a tone at a time.

With a bass, we start at his lowest tone, taking the arpeggios, upward until he reaches the limit of his range.

En sech assessment of the second was second across the second when the second was second assessment of the second was second as the second was second with the second was second was second was second with the second was second with the second was second was

Mr. Paul H. Gromolin, Page --2--Feb. 21, 1912.

Trusting that this will all be clear to you, I remain,

Yours very truly,

Enc.

Telegramm-Adresse Epiphon penuin. Thomas a. Edison

Fernsprecher:
Ant MPL. 10735.
THUMAS A.
EDISUNS

EIBENE HÄUSER: Umange N.J.U.S.A. New-York, London, Paris, Umbane,

## EDISON-GESELLSCHAFT M.B.H.

EDISON-PHONOGRAPHEN u.GOLDGUSSWALZEN.

GOLD-GUSS-WALZEN, KINETUSCOPE, ORIGINAL-FILMS, HOTOHEN, PRINKR-BATTERIEN, NUMERIER-MASCHINE

FRIEDRICHSTR. 10.

Berlin SW18. February 22nd. 1912

Thomas A. Edison Esq. Orange, N. J. U. S. A.

Dear Mr. Edison,

You receive to-day under separate cover the catalogues from the following music-publishers:

Adolf Robitschek, Leipzig & Wien

Wilhelm Hansen's Musik-Forlag, Kopenhagen Nordisk Musik-Forlag, Kopenhagen

Skandinavisk Musikforlag, Kopenhagen

Peder Friis' Musik-Forlag Kopenhagen.

Very truly yours

Thomas Gray

Phone Fartige

Telegramm-Adresse: Eoirhon sen Lin. Thomas a. Edison

Fernsprecher: AHT MPL. 10735.

EIGENE HÄUSER: BRANGE KJUSA NEW-YORK, LONGON, PARIS, BRUSSEL.

# EDISON-GESELLSCHAFT M.B.H.

EDISON-PHONOGRAPHEN 11.00LDGUSSWALZEN.

ТНЕМАБ А.
ЕДІБОНЯ
РНОНОВЛАЧНЫЯ
БОЦЬОВЗ-МАЦЕЯ,
КНЕТОБОВЧЕ,
ОВИБОВАЬ-ГІЛЬЯ,
МОТОНЕН,
РНИКА-ВАТИВИЕМ
КОМЕТЕЛ-МАБОМЯ

FRIEDRICHSTR 10

Berlin Powys, February 24th. 1912

Thomas A. Edison Esq. Edison Laboratory, Orange, N. J.

Dear Mr. Edison,

I beg to send you under separate cover a further lot of catalogues from the following music-publishers:

Zimmermann, St. Petersburg,
Gutheil, Moskau,

W. Bessel & Co. St. Petersburg Leopas, St. Petersburg Max Brockhaus, Leipzig.

Very truly Yours Kornas Graf

к.

music Room

l'orm 57.

THOMAS A EDISON Incorporated

15/

Feb. 27, 1912.

Hr. Walter H. Miller,

Recording Department,

New York.

Dear Sir:

ir. Cromelin writes me that he is more or less mixed up on the subject of contracts with artists because both you and I have written to him somewhat at cross purposes. I have written him to-day to correspond always with you relating to those matters, so that you will know exactly what is being done. Wherever necessary, please consult with ir. Edison or with me on any matter that you wish advice, and also send copies of letters you write ir. Cromelin so that I may be kept advised of the situation.

Yours very truly.

FID/ITH

President.

February 28th, 1912.

Hr. Hirds

Our New York Office advises having forwarded to the factory per U.S.Express, addressed to me, two cases Nos.1 & 2, forming part of a shipsent from London covering 37 test masters for Nr.Edison and two acetylone large.

There has been some dalay in passing these as the cases were not marked when received.

10.2, 30 less transfers.

10.2, 30 less transfers.

10.3, 50 containing 17 test masters, is being being the containing 17 test masters, is being being the containing 18 test masters, is being being the containing 19 test masters, is being being the containing 19 test masters as earl to the Italia Room on the top floor of the laboratory, and advise Ir. Edison when dalivered.

With reference to the two lamps, I quote below from a letter received from Mr. Cromelin regarding same:

Patters who may him ago, in chatting with one of our Phonograph. The properties of the first state of the first State of the force State of the force State of the force State of the force of the friends was the Agent for a Gorman Company which was making great progress in Advanced Lautern Illuminator work. As a result of the state of the sta

The third case referred to above, will be forwarded, through the Customs, as-seen as possible. This should also be delivered to Mr. Edison.

We have acknowledged Mr. Crommain's letter advising that the above cases are received and being turned over to the factory. "O also advised him that the matter will be taken up with him direct by the Dossetic Department. Will you therefore arrange to take this matter up with him direct, if necessary.

Walter Sevens.

WAIS/C

Wendsengt. mr Edeson Mendour de attached please fight repertoire Arter Corre det me benow the Dork

Dear Mr. Crommelin:-

I want to make my views clear about the making of records by Opera Singers.

When one of these singers is going to make a record for us we are given a list of the conge representing his or her repertoire. Among these, I have frequently found there are many which consist largely of recitative, or else they are such selections as, when sung on the stage, are successful because they are accompanied by drawatic action.

Now, in the phonograph, the music comes out of a hole, and therefore it appeals only to the ear and to the emotions, unassisted in the slightest degree by the eye. Honce, the song must of itself contain the elements of beautiful and melodious music, and must appeal solely to the ear and to the heart.

Recitative, as used in operatic music, is largely a musical device to introduce a speaking part which carries part of the plot, and as a rule it is accompanied by dramatic action and, as music, is not especially interesting. Therefore, when it comes out of a hole, the listener cannot grasp the true relation to the context, and as recitative is not usually of a melodious nature, it becomes a hore to the hearer of phonographically reproduced music.

Now, in regard to other operatic songs, there are

many that are chosen by singers largely on account of dramatic possibilities of the music and which may show off their voices to perticular advantage, although such songs are not especially notable for distinct nelody. While these songs may reproduce well in the phonograph and may be admired by a fer musical enthusiasts who may be regarded as "cranks", they are not the kind that produce the general impression which makes for large sales of records. There is no doubt, a respectable number of people who really 15% this class of songs, but the wast majority of persons enjoy and buy records of songs which have such a distinct and besutiful relody that a actisfactory recollection of the song remains in the mind. The operas of Bellini, Donizotti, Rosini and Verdi, for instance, have many such arias, as you know, and their popularity never dise.

I am sure there must be a great number of melecious songs in existence, and I have purchased about 100 complete vocal socres of operas, well known and otherwise, and en going through thom personally, with the aid of a skilled musicien, and expect to select quite a respectable list of available numbers which we can use to advantage. I have done considerable work on this already, and shall continue the investigation when I return from Florida in about a month. When we energe singers to sing for us I expect to examine their repertoire nyself, get the music of any selections unknown to me and have then played and sung to enable me to indee as to their fitness for the phonograph.

Yours very truly,

TAE/RS

Phone THE SE WORKS, 1216 & 1217 WILLESSEN TELEPHONES ( CITY OFFICES 5050 HOLBORN

TELEGRAMS & GABLES: BANDOMLY, LONDO CODES USED: WESTERN UNION AB.C. & LIEBER





# National Phonograph Co., Ltd.

esden Junction, London, N.W.

DERLIN
PARIS
SYDNEY

E.O.

Edison Phonographs & Records

PHC/TA

M 563 ... March 8th 1912

Dear 'r. Edison.

Attached hereto is a list of Catalogues I am forwarding to you in compliance with your request of Jammy 20nd. Hore will follow from time to time. With the lot, are some we have received from second hand shope, but in most of the Masic Publishers places they say they do not been may old dutalogues of any description. New Masic is always being added to the stock, and as the new datalogue is brought out, all the old Catalogues are destroyed, as they are of no use and only take up a lot of room. In Reymour of our becording Department has given a lot of time to looking up old masic in various places, and advises that he has seen a large amount of it, enough to fill our Decording Hooms, and has requested Bublishers we have treatytisen lists made out and forwarded to us.

Reeves, 3, Charing Cross Fond, V.C. is provably the most noted of all the old second-hand book stalls which make a speciality of old music. I am sending his Catalogue to you with this, and all the others will be forwarded to you in a package which is being made up.

Thomas A. Edison Esq. Orange, 11.J. daithfully Softe Committee

LIST OF MUSICAL CATALOGUES, CIRCULARS, ETC.

March 8th 1912.

#### AUGENER LIMITED, 199 Regent Street, W.

Organ Music.

Music for String Instruments.

Peters' Edition, Novelties 1911.

Thematic List of new successful somes by Evelyn Ash.

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March 15th 1912

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Memorandum

2007 15

March 21, 1912.

Mr. Walter H. Miller:

Regarding Mr. Cromelin's letter to

you of the 8th inst., suggesting the making of a new record of Adeste Fidelio" and the German record "Stille Nacht, Heilige Hacht", I think both of these are good suggestions and that these records should be made unless there is some definite reason to the centrary.

FLD/IWT

F. L. D.

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April 9th 1912.

Copy of letter presumably mailed on Titanic.

W. H. Miller Esq., Lanager Recording Department, Thos. A. Edison, Inc., Orango, H.J.

Door Er. Hiller,

In going through some old correspondence I have come across yours of Oct: 13th and Oct: 17th. I am under the impression that on a ride over from your office to the steamer, lust Hovember, I verbally answered the various questions which you enquired about, But in view of the fact that the Act will go into effect on July lat of this year, I am resting along a few particulars in repart to the same, which may be helpful to you.

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Until the Orders in Council have been made and issued, we will not know to what extent the mechanical reproducer rights may be conferred upon the citizens of foreign countries as respects old works, but for the time being the only selections on which the owners will be entitled to demand copyright fees on

July let 1912 are those of British authors and composers. From time to time as Orders in Council are issued and we are advised, we will let you know.

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The Orders in Council reffered to, are acts of an advisory body known s the Frivy Council, which advises the King on all matters requiring action, especially in relation to foreign countries, other than such an action as would require a special

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Yours yory bruly,

Managing Director.

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Br. Walter H. Hiller, Emager, Recording Department, 79-33 Fifth Avenue,

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Just .

April 0th 1918.

Dear Mr. Miller,

I duly received yours of Earth 21st, in regard to various singers.

How that the Fonetipie Contract has been dissolved by mutual comment, what is our position as regards any singers who may now be working on an old Contract with them, and in whom we may be interested? For example, if we could rule a contract with Rami to go into effect at the sensition of his arrangement with Fonetipia, would you wish us to do so, or to tube any store along those lines?

I note that you believe that the messacry arrangements have been made with ansolud, one will be glad to be cavined as seen as the contract is signed, and have a copy forwarded here.

There is nothing new in the Murrold Lyne mitter, and in view of the contents of your letter of Larch 5th, indicating lir. Sdicon's views we have not pushed the negotiations. Had we concluded an agreement with Marrold by which we would have to pay him in advance of hite singing, if who our intention to have Lloyds

# Mr. Walter H. Miller, Contd. Page 2.

cover the contract by an Insurance Policy which we could have secured on payment of a small promium.

I am awaiting your further advice in regard to the

selections to be sung by Borghese.

ing Director.

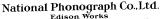
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Mr. Walter H. Miller, Manager, Recording Department, Thomas L. Meisen, Inc., 79-85 Fifth Avenue, How York.

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Boor Ir. Edillor,

Yours of larch Soth, as regards the Stanley Kirlby matter has just come to band.

he advised in mine of Euroh lith, we would not think of soing into any doul with Mirkby if it had to do with Oglindors only, and the principal puryons of my letter was to experitain from you if possible what the intentions were in repart to soing ahead with a British list of Disc E story.

I note that you are quite certain instructions will be given to so should on such a list within the next two morths, and this will be a guide for no in connection with deals we may have with local talout. For the time being the deal with hirthy is off, and coveral of the localing firms are now endeavouring to got him to agree to sing only for records which have a recognized position and not to see on the Dies Booords colling for one shilling and one chilling and stropage. A similar deal was attempted with Billy Williams, but no far without messes.

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- 13 Berners Street, London, W.
- 50 New Bond Street, London, W. 15a Grafton Credeent, Bond Street,
- London. V.
- 145 Wismore Street, London, W.

	***	
Ċ	√ Craig, Thomas	363 George Street, Aberdeen.
	✓ Curwen & Sons Ltd., J.	24 Berners Street, London, W.
	√ Cammeyer Music Co.	97a Jermyn Street, London, SW.
,	✓ Dallas & Sons, J.E.	415 Strand, London, W.C.
	✓ Dawson, W.	23 White Rock Street, Liverpool.
	√ Duff Stwart & Co.	13 Little Marlborough Street, W.
	√Eyans & Co.	24 Castle Street, London, W.
	√Elkin & Co. Ltd.	8 Beak Street, Regent Street, London W.
	√ Evette & Schaefer (Hays & Co)	26 Old Bond Street, London, W.
	√ Enoch & Sons	14 Great Marlborough Street, W.
	V Forsyth Bros. Ltd.	26 Great Titchfield Street, London, W.
	✓ Feldman & Co.	2/3 Arthur Street, London, W.C.
	✓ Fletcher & Sons, W.J.	100 Bishopsgate Street Without, London, E.C.
	Graham & Black	10 Newman St., Oxford St., London, W.
	√ Glen, David	8 Greenside Place, Edinburgh.
	√ Gould & Co.	25 Poland Street, London, W.
	✓ Hammond & Co., A.	6 Kingley St., Regent St., London, W.
	√ Harrison & Co., E.	Halifax.
	√ Hawkes & Son	Denman St., Piccadilly Circus, London W
	√ Hays, Alfred	26 Old Bond Street, London, W.
	√ Hughes & Son	Wrexham.
	✓ Hurst & Co., P.	6 Great Harlborough Street, W.
	✓ Harmond & Wright Ltd.	18 Pall Hall, Henley, Stoke-on-Trent.
	Hollander, B.	10 Newman Street, London, W.
	√ Jones, Stanley	6/7 New Arcade, Newport.
	√ Kohler & Son, E.	101 Leigh Street, Edinburgh.

.√Kerr, James S.

147 Warwour Street London, W. Lafleur & Sons 14 Berners Street, London, W. / Lengnick & Co., Alfred 29 Conduit Street, Leicester. ✓ Lawrence Wright & Co. ✓ London Publishing Stores Ltd. 22 London Street, London, E.C. Rastwood, Notts. / Linwood 86 Newman Street, London, W. 🗸 Laudy & Co. 42 Great Marlborough St., London, W. ✓ Metzler & Co. Ltd. 22 Reform-Street, Dundee. / Methwen Simpson Ltd. 16 St. James Walk, Clerkenwell, London, ✓ March-Cady Publishing Co. 47 Paternoster Row, London, E.C. V Marshall Bros. Ltd. 6 Great Portland Street, W. ✓ Morley & Co.. W. 461 Oxford Street, London, W. / Murdochs Ltd. 15 Milsom Street, Bath. V Mil som & Sons Ltd., C. 19 Hanover Square, London, W. / Moore Smith & Co. 161 Trongate, Glasgow. / Musical Mail Office 160 Wardour Street, London, W. / Novello & Co. 82 Wroughton Road, London, S.W. ✓ Oliver & Co., Alfred 22 Leicester Square, London, E.C. V Onus Music Co. 43 High St., Oxford St., London, W. ✓ Price & Reynolds Princess Street, Halifax. ✓ Pohlmann & Son Paisley, Scotland. ✓ Parlane, J & R 32 Stockwell Road, London, S.W. V Partridge & Co. 5 Oxford Market, London, W. / Phillips & Page 20 Paternoster Row, London, E.C. √ Pitman Hart & Co., F. 26 Castle Street, Berners Street, W. ✓ Paterson & Sons 2 Moorland Road, Leads. / Rutter & Co. 83 Charing Cross Road, London, W. C.

23 Berners Street, London, W.

✓ Recves, Wm.

V Rudall Carte & Co. Ltd.

- Reid Brod. ✓ Recks. H.J. ✓ Swan & Co.
- ✓ Sheard & Co.
- √ Schott & Co.
- ✓ Star Music Co.
- / Southern Music Co. ✓ Smith & Co. Ltd., R.
- Simoroks
- ✓ Saville & Co., W.
- ✓ Stainer & Bell Ltd.
- ✓ Solomon, W. E.
- √ Thurnham & Song. C.
- √ Taylor & Rayward
- √ Turner, John Alvey
- Vincent Music Co. Ltd.
- √ Withers & Sons, George.
- ✓ Wood Music Co. . B.F.
- √ Warren & Phillips
- √ Williams Ltd., Joseph
- √ Wright & Rounds √ Weekes & Co.
- ✓ Watts & Co., H.
- ✓ Wheatley & Sons
- √ Witmark & Sons. M.
- v Williams Ltd.
- √ Wickens & Co.

- 72 Wells St., Oxford St., London, W. 38a Bow Lane, Cheapside, London, E.C.
- 59 Castle Street, London, W.
- 196 Shaftesbury Avenue, London, W.
- 157 Regent Street, London, W.
- 51 High St., Oxford St., London, W.C.
- 23 Silohester Road. St. Leonards-on-Sea
- 210 Strand, London, W. C.
- 14 Berners Street, London, W.
- Bruce Groven Tottenham, London, N.
- 27 Herners Street, London, W. Church Street, Barneley, Elescar.
- Carlisle.
- Vandyck Press, Hull.
- 39 Oxford Street, London, W.
- 60 Berners Street, London, W.
- 22 Leicester Square, London, W.C.
- 12 Rathbone Place, London, W.
- 150 Victoria Street, London, S.W.
- 32 Great Portland Street, Mondon, W.
- 34 Erskine Street, Liverpool.
- 14 Hanover Street, London, W.
- 37 Crowndale Road, London, N.W.
- 46 Terrace Road, Aberystwyth.
- 186 Shaftesbury Avenue, London, W.
- 26 Goodge Street, London, W. Lancashire Court, New Bond Street,
- London, W.

1912 Phon - Edictione April 24, 1912.

Mr. Berggren:

I hand you herewith copy of agreement between Edison Gesellschaft, Berlin, and sandor Denes of Budapest, for the countries of the Hungarian Crown, Bosnia and Hersogewine, for Edison Dictation Machines for the period of one year, beginning February 1, 1912, with option for a second year.

Enc
I. W. Welker.

P.S. I also attach correspondence relating thereto.

WORKS, 1216 & 1217 WILLESDEN



TELEGRAMS & CABLES: RANDOMLY, LONDO CODES USED: WESTERN UNION. A.B.C. & LIEBER

music Room

# National Phonograph Co.,Ltd. Edison Works Willesden Junction,London,N.W.

Shomae a Edison.

City Offices & Showrooms: 25, Clerkenwell Road, E.C.

Edison Phonographs & Records

PACTORIES
DRANGE, NJ, USA
LONDON.
BERLIN.
PARIS.
SYDNEY.
BUENOS AIRES.

REPLYING ADDRESS THE COMPANY NOT THE

l".

April 29th 1912

Mr. W.H. Miller, Manager, Recercing Depts, Thomas A. Misson Inc. Grange. M.J.

Dear Er. Miller.

With the next lot of camples going forward to America, you will find a record sung by Archie Anderson entitled "Will Ye No Come Back Again": also one sung by William Dayfdon; entition "On Sing To Me The Autd Scotch Eange".

These are two very beartiful selections made particularly in response to a request from our Glaegow Dealor, and after hearing those, it weems to me that they must appeal to a large claus of buyers in the United States. They are splendidly sung, but in view of the dialect I thought it wise to have prepared and sent to you a copy of the words and you will find the same herewith.

I am directing your attention to them with the idea that you might find them desirable for the American List.

Very truly yours,

Managing Director

Er. Dyor.

## O SING TO ME THE AULD SCOTCH SANGS.

Written by Dr. Bethune. Music by J. F. Leeson. Published by: - Paterson & Sons, 26 Castle St, London, W.C.

O sing to me the auld scotch sange, I' the braid scottinh tongue, The sange my father wished to hear, the anges my kither sung. When she sat beside my oradio, or cround mo a substantial sundand aloop she sange see succe, the capacite sange to me. And I wadma sleep she sange sac sured, The anild scotch sange to me.

Sing only o' the suld scotch sange, the blithesome or the sad. They sunk' me smile when I am wae, And greet me when I am glad. By heart good back to suld Scotland, the saut trans my sun'e, and the scotch blocd lesps in a 'my viens, any sing the sange to me, and the scotch blocd lesps in a 'my viens, as y sing the sange to me, and the scotch blocd lesps in a 'my viens; as yo sing the sange to me.

Sing on sing mair o' thas and sange, for ilkn and onn tell, o' joy or sorrow in the past, whore mon'my lo'es to dwell. The hird grows gray, and limbs grow and until the social so. I'll bless the socitian tongue that sings, The and social sange to me. I'll bless the socitian tongue that sings, The and social sange to me. I'll bless the socitian tongue that sings, The and social sange to me.

Sung by Mr. William Davidson, on August Supplement 4M.12474.

Er. Dyer.

WILL YE NO COME BACK AGAIN.

Written by Lady Mairn.

Published by: - Paterson & Sons, 26, Castle St, London. W.C.

Bonnie Charlie's now awa Safely owre the friendly main, Mony a heart will break in twa, Should he ne'er come back again. Will yo no come back again, Will yo no come back again. Better lo'ed yo canna be, Will ye no come back again.

Ye trusted in your Hieland men. They trusted you dear Charlie, They kent your Hiding in the glen, Death or oxile breving. Will ye no come back again, Will ye no come back again, Better lo'ed ye canno be, Will ye no come back again.

English bribes were a' in vain, the' puir and puirer we maun be, Siller canna buy the heart, that beats aye for thine and thee. Will ye no come back again, Will ye no come back again Better lo'ed ye canna be, Will ye no come back again.

We watched thee in the gleaming hour, we watched thee in the morning grey The thirty thousand pound they'd gio, Oh there is nane that wad betray, Will yo no some back again. Will yo no come back again. Better lo'ed ye canna be, Will yo no come back again.

Swoot's the laverlook's note and lang, Lilting wildly up the glen, But up to me he singe a sang, Will yo no come back again. Will ye no come back again. Will ye no come back again. Better lo'ed ye canna be, Will ye no come back again.

Sung by Mr. Archie Anderson. On August Amberol Supplement 4M.12471 First three verses only.

May lat, 1912

Mr. Paul II. Cromelin, Hational Phonograph Co., Ltd., Willesden Junction, London, H.W., England.

Dear Mr. Cromelin:-

Mr. Edison has received copy of your favor of the 10th instant, the original of which you say was presumably mailed by the Ettentio. As we have not received the catalogues mentioned in the list accompanying your letter it seems feir to assume that they also were on the lost vessel.

As to duplicating this collection of entalogues. I should say it might he well to wait for a while longer in case there might have been some dalay in other quarters. I will keep your letter before me and write you again within the nort week or two.

Yours very truly,

WHM/ES

Thomas a Edison\_

# National Phonograph Co.,Ltd.

Willesden Junction, London, N.W. City Offices & Showrooms: 25,Clerkenwell Road,E.C.

Edison Phonographs & Records

FACTORIES ORANGE NJ.USA PARIS SYDNEY

MENTION THESE INITIAL PAPER AND THE

3rd May-1912.

Dear Sir.

with.

For Mr. Raison.

We hand you herewith copy of a letter address Mr. Walter Stevens giving particulars regarding a shipment one case marked:-

This case contains 18 Test Masters of trial artistes forwarded in accordance with your instructions, as per list enclosed here-

Mil duron

APVI/MKF.

3rd May 1912.

Mr. Welter Stevens, Meneger Foreign Dopt., Thomas A. Edison Incomporated, Orange, M.J.

Doer Sir,

We are forwarding through Mesons. Lunhan & Moore per 3/3 "Minnewsoka" sailing on the 4th inst., one case Marked:-

wanka" sailing on the 4th inst., one case sailzed.

T. A.

For Mr. Edison

Orango, H.J.U.S.A. This case contains 18 Test Masters forwarded against instructions received from Mr. Edison.

We are requesting Messra. Lunhan & Moore to forward you

direct:-

- . Original B/Lading.
- our invoice 5742 for Customs purposes showing the total value of the goods as £3.13.11.

We now enclose duplicate copy of this invoice, and will forward duplicate copy of B/Lading as soon as we receive same from the factory.

Trusting you will have no difficulty in clearing this case which we would ask you to hold at the disposition of Mr. Edison, we remain, we truly

Yours truly, HATIONAL PHONOGRAPH COMPANY LTD.,

1/5/12.

CONTENTS OF CAME MARKED:-.

E. Inc.

FOR MR MOISON.

ORANGE A.J., U.S.A.

1 Moreur. Воржано. Senle. Miss Violet Stamming. 1 lbster Song. 1 Maguer Tonor. Scale. Mr Himmon Jones. 1 Maguer. Borgs 1 Master. Scale. Miss Boris Cowan. Sopramo. 1 hoster. Song. Mr Archur Mellect. Tenor. denia. 1 Barber Son. liMoster. Mr Gordon Thomas. Toror. 1 Haster 1 Haster. Song. Scale. Hr Humphrey Bishop. Pags. I l'abour Bong. 1 Esstar Coloraura Soprano. Scale. Miss Tondio. Song. Scale. I laster 1 haven. Sign. Tandi. Soprano. 1 lesquer. Son.. Tenor. Scale. 1 harver Mr Harry Lemin. Con.,.

18 MAGRETS.

17762

Blance more

Entry by allower

May 25, 1912

Mr. P. H. Gromelin, London, haghand.

By dear ir. Crondin:-

I have your cable of the 22nd, and have replied as follows:

"Soc letter of Mayes of 17th. If Borghese is unsatisfactory for dueta postpone Agosticolli's concerted selections. Will write."

In my letter to beyon of the 1/th, I instructed him to secure a disor recently of horphore and if he shought him voice une failure recently it infinite worth shile to run a change with the such that the worth shile to run a change with the state of the case he will be dead to the foreign the foreign a list of which we have sent him, and arrange to have the other 4 selections mung in keerica. I understand he is to appear an Bouton note open senson. Incurred would insist on him doing this work and any explain, to beyon the content of the cont

GONTIBELI Regarding Agentinell I would suggest that the ming the Sados we have picked out for her and insist on her singing the other 4 selections at some later date. We, of course, to stand any substitute appears in the say of carfure, otc., when they are Ende.

From your correspondence I have gotten the impromain that they insint or filling their contracts on certain dates you have give them and that they will not stand for a postponeent, but think you will be able to handle those in a satisfactory meaner by allowing them to ming a certain part of their work and paying them for it, and singing the balance at a later date.

Nor

Hoy 25, 1912

Mr. P. H. Groselin: #2: ----

VESTORA Reparting this change, Mayor has instructions to finish out his contract with colon. Hr. Milson claim that he will possibly let his sole work go to be used for South Asserten trade, in which case I would suppose that he sings a class of addeding that would go in that territory, whether territory describes contain concert acceptabilities for that territory describes and territory that territory and the same concerns a suppose that territory the contains concern acceptabilities for that

KOMALSE. In your cable you also advice that you notified Fornish to be on hand for use in concerted mashers and ring the south of June. Hr. Edizon has not yet beard records of her voice, but vill us so in a day or so. I would, however, posipone the engagement you have made with her. I am quite certain read to be a supplement of the property of the

In case you think legal complications might arise if we do not complete Agostinelli's contract I would suggest that she sing the following 4 selections, but do not attempt to record them unless absolutely necessary.

Sola nei miei primi anni-"Lohengrin" (Wagner)

Dal giorno cho mi son data-"Louise" (Charpentier)

Caro nome -- "Rigolotto" (Verdi)

Aria dei gioielli- "Faust" (Gouned)

Yours very truly,

Mgr. Recording Department

music Room

Mesers, Dyor, Wilson, Wurth, HoChenney, Hird, Stevens, Dolbeer, (44,x)
Goodwin, Eckert, Paine, Simms, Tighe, Youmans and Nohr:

6/1

Please note that record No. 1128 - BY THE OLD CATHEORAL DOOR, will be linted as sung by the "Cathedral Cheir" and not by the Edison Mixed Quartetts as given on the October Supplement recently sent you.

W. H. Miller.

6-8-12.

P

Cromelin
Have you closed with
Martineth

Scut vin Frage de p

dido de elien	te			No. 12194
ndido por	Har	ery F	Mille	México, D. F.,
		$\mathcal{F}_{n}$	,	
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Recho entrega	ada			Paquetes

ALMACEN

#### [PHOTOCOPY]

110 Pr -m. Caro

ado the Twenty proces of MEMORANTHUM OF AGREEMENT One thousand nine hundred and · June twolve BETWEEN MESSES LAFTCOME AND COMPANY CAPTYING OR --business as general merchants in Victoria in the Colony of Hongkong of the first part TAM HO of Canton in the Empire of China merchant of the second part and AUGUSTUS MARTIN BALDWIN of victoria afore aid Electrical Engineer, of the third part WHEIGAS the sold Augustus Martin Baldwin is desirous of obtaining the sole agency in Chira the Straits Settlements and India for the sale and use of the combined moving and talking --machine manufactured and patented by the National Phonograph Company of the United States of America AND VERTICAS in order to enable the said Augustia Martin Baldwin to take up and operate such agency he has requested the said Laploque and Company and the said Too Ho to furnish him with capital which they have agreed to do upon the terms hereinafter

expressed that is to say.

It me old larginom less Gospany and the said Yes Hoshall furnish in spink haves such capital as they my
consider secretary to gathe the anisk Aspants Wartin
midden to this up in parties the said Aspants Wartin
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capital as furginists and the spin of the said
account with some home in furgings to the approved by the
parties in the nome of the said despises and company who
shall be smittled to due charges thereon for the purposes
of this agreement.

or this agreement.

2. The said August: Martin Baldwin shall forthwith upon
the said capital bein furnished proceed to New York in

#### [PHOTOCOPY]

ord to complete the majorisations for the grant of the said amount. The expenses of the said Augustus Martin Baldris in proceeding to May Tori as atorosaid and in obtaining the said agency shall be paid out of the capital so furnished an atorosaid.

4. All necessary book relating to the enid agency shall be kept by the enid Legique and Company who shall salter a account to each of the other parties at the end of every year dating from the compensement of the agency and the resupent the net profits shall be divided in manner.

aforesaid.

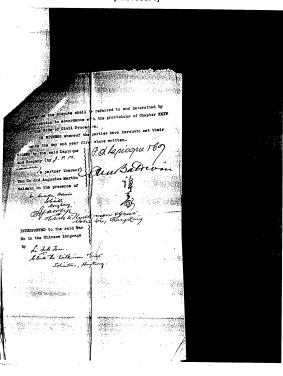
5. The said Augustus artin Baldwin shall in his own mass and estensibly as principal but in reality as event for and

with the sanction of all the parties to this agreement enter into all necessary contacts in order to take up and sparets such agency and he that be satisfied to be rully indepnified against all liabilities mades such contracts out of the --capital so furnished a storesaid.

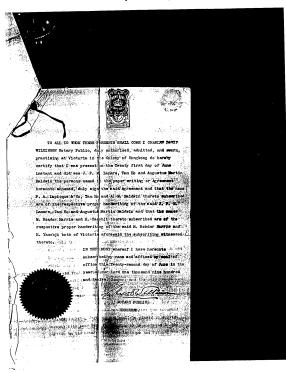
6. This agreement shall continue during the period of the naid agency. If for any reason the said agency shall not be

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## [РНОТОСОРУ]



#### [PHOTOCOPY]



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Jone 22, 19	[Form No. 6a.]	: 1
7	Mow - Torage	
Q	1913	

Number of 78647 Certificate

"THE

# COMPANIES (CONSOLIDATION) ACT, 1908." <u>国</u> FORM



Summary of Share Capital and Shares of THE EDISON MANUFACTURING...COMPANY. GENERALS.

Limited, made up	
to the 22nd day of June 1912 (being the fourteenth	
day after the date of the First Ordinary General Meeting in 1912.—).	
Nominal Share Capital, £. 100 divided into* 100 Shares of £2* one each.	
Total Number of Shares taken up* to the 22 day of 3.u.n.e 192 (which 100 number must agree with the total shown in the list us held by existing members) 100	
sh	
id up to the extent of per Share otherwise	
11	
Flotal amount of Calls received, including payments on application and allotment	
(	
Total amount (if any) agreed to be considered as paid onber Share	
Total amount of Calls unpaid	
Total amount (if any) of sums paid by way of Commission in respect of Shares or $\mathcal{L}$	
Total amount (if any) paid on	
Total amount of Shares and Stook for which Share Warrants are outstanding Stook &	
Total amount of Share Warrants issued and surrendered respectively   Issued	
Number of Shares or amount of Stock comprised in each Share   Number of Shares   Warrant   Amount of Stock &	
Total amount of dobt due from the Company in respect of all mortgages and elarges which in the control of a line case of a Company registered in Scoland. Which, if the Company be been registered in England, would be required) to be registered with England, would be required) to be registered with England of Company and the Register of Company and Scoland or Scoland and the Register of Company (Scoland Company).	1
NOTE—Banking Companies must add a list of all their places of business.  * Wher there was Some of different thinks or emeants (e.g., Proference and Ordinary, or 210 and 25) date the numbers and nominal	
Figure review outside teachers called a fider can State of different binds, state than expensibly.    Though what has been reviewed to referred, a cold as meetings, States.   State the degreen marker of shorts (printed by Cold).   State the degreen marker of shorts (printed by Cold). But I have then Managemen are Considering of the Chromosove and Chromosove an	
Ed. The return must be signed, at the Eng, by the moneges or become, or an company.	

The Bolistor' Law Stationery Society Innited, 23, Chancery Lane, W.C., 29, Walbrook, E.C., 6, Viotoria Strees, S.W., FIRINTES. AND PUBLISHES OF CHARLANIES BOOKS AND POINTS.

When The Companies Real, 2-2124-11.

57, Lincoln's Inn Fields.

A. Wolstenholme

Presented for filing by

day of December ° STATEMENT in the form of a Balance Sheet made up to the 3/s/-

	LIABILITIES.	£	8.	d.			ASSETS.	£	8	d.
	al Authoriosa:				18y	Gash in Prelimina	Hand ny Expenses Ascount	35 65	0	0
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1908.	Statement the values of the fixed									

he but of our information and the explanations given us, and as shown by the Books A (Signer). Thank, Janons & G. Shatkerd Accountants. the Bompany.

THOMAS ALVA EDISON

FRANK L. DYER

on the 22nd

	 	on on	Ć1	4	o,	61	10	۲	Р	Folio in Register Ledger, containing Particulars.		Limit
 <u> </u>		BDISON	HRAG	909	MOLSTENHOLME	KERSLAKE	MARKS	MARES	MARKS	Surnamo.		Limited, on the the date of the
		Thomas A.	Frank L.	Henry E.	Robert A.	Herbert R.	Amelia A.	Emily Mary	George Croydon	Christian Name.	NAMES, AI	22nd da; last Return,
			Orange, M.J., U. S. A.	56, Chancery Lane	Hampstead Spraan Suburb	23, Woodbury Avenue, N.		Myrtle Cottage, Elthem	n St. Bernards, Caternam	Address.	ADDRESSES AND OCCUPATIONS.	showing their Names
		Inventor	Attorney .	; =	, 1	Engineer	Accountant		Civil Engineer	Occupation.	-	and Addresses,

NOTE.—This margin is reserved for binding, and must not be written across. and an Account of the Shares so held. 1912. 100 100 and of Persons † Particulars of Shares Transferred since the date of the last Return by persons who are still Members. OMPANY ACCOUNT OF SHARES Date of Registration of Transfer. who have held site A nanoced must no manber of each clean hold, or transferred, may be observed separately, when taken up to make for the manber of each clean hold, or transferred, may be observed as the families of Sharrist transferred on each dates. The particulars stouch to placed in a well as the Number of Sharrist transferred on each date. The particular the "Remark" column tax of the Transferred, but the name of the Transferred may be inserted in the "Remark" column tax of the Transferred, but the name of the Transferred may be inserted in the "Remark". † Particulars of Shares Transferred since the date of the last Return by pers who have caused to be Members. Number.† must be stated, and the Column must be usided up throughout, so as to make one Shares (Description). (Signature) Date of Registration of Transfer. therein at (i.e., Manager or Secretary). any time REMARKS since

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		<u> </u>		Occupation.	1 1	and Addresses,	

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umbers must be states							-				Number.†	† Particulars of since the date of the who have can
(Description)	(Signature)				-						Date of Registration of Transfer.	Particulars of Sharto Transferred since the date of the last Return by persons who have ceased to be Members.
(i.e., Manager or Secretary).      added up throughout, so as to make one	_											REMARKS

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, and of Persons who have held Shares therein at any time since

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			Folio in Register Ledger, containing Particulars.	Limited, the date
			Sигаано.	Limited, on the the date of the
			NAMES, AI Christian Name.	last Return,
			NAMES, ADDRESSES AND hristian Name.	showing
			ID OCCUPATIONS. Address.	their Names
		v.		and
			Occupation.	Addresses,

Thomas a Edison\_

National Phonograph Co., Lt

BERLIN PARIS .....

Thomas A. Edison Esq., C/o Thomas A. Edison Ltd., Orange, New Jersey, U.S.A.

DICTATED TO THE

Duar Sir, We enclose herewith copy of letter addressed to Mr. Walter Stevens advising shipment among other goods of one case containing sixten Test Master Records forwarded in accordance with your instructions.

We also enclose typewritten list showing particulars of the selections recorded on the Test Masters.

Yours truly, THE NATIONAL PHONOGRAPH COMPANY LTD.

Assistant General Manager.

AFT/MR.

5th July,1912.

Hr. Walter Stevens, Manager Foreign Department, Thomas A. Edison Incorporated, Orange, Hew Jersey. U.g.A.

Dear Cir, We are forwarding through Hanners, Lanhaus & Moon per C.7. "Occanio" smilling on the 10th inst five cases consisted to Thomas, Moison Lacopportated, 100 Test Struct, Rey York, U.S.A.

The one case narked

E. Inc.
123 West Street,
125 West Street,
126 West Street,
127 West For Mr. Edizon

contains sixteen Test Masters, and we sould ask you to kindly forward these on to Mr. Edicon on whose instructions they are being forwarded.

The four cases marked:

T. E. Special Masters 1 - 4
E. Inc. Special Masters 1 - 4
122 West Street
New York
U. S.A.

contain 46 - 10" Master Records and 24 - 12" Master Records of Grand Opera telent. These should be forwarded to the factory sea usual.

#### 2- Mr. Walter Stevens.

We have instructed Messrs. Lunham & Hoore to mail to you direct the necessary Shipping Documents, namely,

- 1. Original Bill of Lading,
- 2. Our invoices 5777 (£71.18.4d.) & 5778 (£3.5.8d.) shorting the value of goods for Customs purposes.
- . Conmular Certificate.,

and we now enclose copies of those invoices herewith.

of Lading ac soon as we receive same from the Chippers.

We have effected an Insurance on the seventy Disc Hasters for an amount of 21050., but the Test Hasters are not covered by Insurance.

We trust you will have no difficulty in elearing these coner through the Chutoma, and forwarding to their respective destination without delay.

Yours truly, THE HATICELL PHOECORAPH COLPANY LTD.

Assistant General Managor.

Copy.

CONTENTS OF CASE MARKET:-For Mr. Edison. E. Inc.

132 West Street NEW YORK U.S.A.

Masters.

Miss Ethel Dancy. Rose in the Bud. & Scale Miss Emilia Corsi Soprano O Patria Mia & Scale Mr. Charles Roff Baritone Drake Goes West & Scale

Miss Hilds Gragg-James Contralto Rose in the Bud & Scale Miss Ethel Williams Soprano Dearest Heart & Scale

Miss Mary Williams Contralto The Rosary & Scale

Mr. Berwick Cawley Baritone Love could I only tell Thee & Scale Carlo Albani

Tenor O mato asil. William Tell & Scale.

Calle Croudin. What is brouble Martinelli Don't want to love him Cable briefly 1/8/2 Det

6 parker

New York, July 9th, 1912.

IR STEVENS:-

I beg to onclose, herewith a cable from London, reading:

EDISON SINCE PREVIOUS ADVICES MARTINELLI

DESINCAR; has been engaged

BY COVERT GARDEN SYNDICATE FOR SEVERAL YEARS THEY GET HALF HIS TALKING MACHINE EXAMINOS URGING HIM SING FOR GRAMAPHONE VICTOR MEANWHILE HE

DESTRICAR has been engaged METROPOLITAN NEW YORK

DESBANDERS endeavoring to MAKE DEAL WHEREBY HE WILL SING FOR US IN NEWYORK WILL

BULLENKOPF coble immediately COMMIDAVA semething definite TAKES PLACE

CROMELIN

J 1511ar

MM Edina

# WESTERN UNION MERICAN DIRECT UNITED STATES

Received at 16 BROAD STREET, NEW YORK

MLBR 380

LONDON 52/61

ZIMOTIC NYK

EDISON SINCE PREVIOUS ADVICES MARTINELLI DESINCAR BY COVENT GARDEN SYNDICATE FOR SEVERAL YEARS THEY GET HALB HIS TALKING HE DESINGAR FOR METROPOLITAN NEWYORK DESBANDEIS MAKE DEAL COMANDAVA TAKES PLACE

TELEGRAMS & GABLES: RANDOMLY, LONDO

Thomas a Edison\_



National Phonograph Co., Ltd.

Willesden Junction, London, N.W.

Misson Phonographs & Records

9th July 1912.

METOL

Thomas A. Edison Esq., Orange, New Jersey.

Dear Mr. Edison,

You will find attached a memorandum of test records which have recently been made and shipped to you, and also press notices and particulars in regard to most of the Artists. Up to the present we have received no particulars from Madame Emilia Corei and Signor Carlo Albani, but these are two well known Opera Artists.

Very truly yours

## [ATTACHMENT/ENCLOSURE]

, NAME OF SINGER	CLASS	SELECTION	MAST	ERS
Miss Ethel Dancy	Contralto.	Rose in the Bud	& Scale.	8
Miss Emilia Corsi.	Soprano.	O Patria Mia	& Scale.	3
Mr. Charles Roff.	Baritone.	Drake goes West.	& Scale.	8
Miss Hilda Cragg-James.	Contralto.	Rose in the Bud	& Scale.	3
Kiss Ethel Williams	Soprano.	Dearest Heart.	& Scale.	ž
Miss Mary Williams	Contralto	The Rosary	& Scale.	8
Mr. Berwick Cawley	Baritone.	Love could I only	tell thee & Scale.	· 2
Carlo Albani.	Tenor.	O mato asil. Will	iam Tell. & Scale.	2

#### [ATTACHMENT/ENCLOSURE]

Mr Edward - Harmith the Cross of over , do as par allacted latters.

Molavas

Calca 1/16
Crowdin Armondi not wanted

Compa 1/2/12

# VIA DELL'INDIPENDENZA Huelle them two or in Bologna July 23 " 1912 Vaderland" of the Red Star Line sailing at antwerp, 1 Coloratura & Lyric 11 Baritone sheets regarding all these artistes are

Même maison: GRAND HÔTEL BAGLIONI - FLORENCE (près de la Gare)

# Grand Hôtel Baglioni

VIA DELL'INDIPENDENZA BOLOGNA PROP. GUIDO BAGLIONI

Thomas a. Edison - Page & Bologna July 23 With the trials I also shipped: 2 Disc records by De Tura - Tenor Meno Doprano several artistes but to have on the merits of Salvate Mso photographs of Labia, albani, Bori, Farneti Stanzani for Mr. Walter H. Miller . Faticanti and some trials the selection for will notice that in incomplete. Being rather short of blanks we were make to make them over and as the relords were otherwise abuilt we thought this would be sufficient to give you a clear idea of the voice. In some other cases the artiste was reluctant to sing more than once and some refused to sing a scall. By a mistake of the shipper the first care sent will go on the Kaiser Fredried der Grosse tearing Econoa the 25 th ust, so that you will receive the second shipment a few days, before the first, as the S.S. Vaderland should reach New York august 1st and the S. S. Kaiser Fredrick August 6 # H. F. 1041

Même maison: GRAND HÔTEL BAGLIONI - FLORENCE (près

PLUSTO - MUSIC

Thomas a Edison\_

CODES USED: WESTERN UNION: A.S.C.

## National Phonograph Co., Ltd.

Edison Works Willesden Junction,London,N.W.

City Offices & Showrooms: 25,Clerkenwell Road, E.C.

FACTORIES ORANGE NJ.USA LONDON DERLIN PARIS SYDNEY

Edison Phonographs & Records

July 27th 1912.

Wm. H. Meadoweroft Esq., C/e Thos, A. Edison Inc., Orange, N.J.

Dear Mr. Meadowcroft,

ADDRESS THE COMPANY NOT THE PHC/AP .

from Reeves all of the works desired by in- Edison which serestill on hand. As anticipated by you, any of these were already and but I have obtained a very interesting lot, and they will be shipped to like York by not at

I also made the purchase of Jos. Williams Ltd., as instructed and these books will go forward with the Reeves lot.

Herewith please find Reeves catalogues 38 and 39 in duplicate. Others will be mailed you as issued.

I will write you later about quaritch and send you by next mail a complete list of books purchased, the invoice of which will be made out to Thomas A. Edison Inc., for Mr. Edison's personal account.

Awaiting your further wishes,

yery truly yourk

Homet

Rever catalogue 36 , also indosed.
Those marked in red in were funchased

TELEGRANS & CABLES: MANDOMLY, LONGO

Thomas a Edison\_



# National Phonograph Co., Ltd.

Willesden Junction, London, N.W.
City Offices & Showrooms: 25, Clerkenwell Road, E.C.

Edison Phonographs & Records

FACTORIES
ORANGE, N.J., U.S.A.
LONDON
DERLIN
PARIS.
SYDNEY.
DUENOS AIRES.

IN REPURNIC ADDRESS THE COMPANY NOT THE PHIC/AP.

July 29th 1912.

Mr. W. H. Meadoweroft, C/o Thos. A. Edison Inc., Orange, N.J.

Dear Mr. Meadoweroft.

I am sending you herewith a duplicate of Bills 7518 and 7518, the originals of which have been forwarded through to Mr. Eckert, covering the purchases of books made for Mr. Edison's pursonal account.

Very truly yours

Managing Directo

## [ATTACHMENT/ENCLOSURE]

				//
•	TELEPHON	E (1216) WILLESDEN.		Toonal
YOUR REQ. NO.	Make all Clieques, Drafts	s and Mency Orders payable to National I	Phonograph Co., Ltd.	Copy
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	EDISON WC	ORKS,	THOMAS A. EDI	SON, INC. APPARATUS.
	WILLES	SDEN JUNCTION, LONDON, N.W.	EDISON PRIMARY E	SATTERIES. SPES & MOTION PICTURE FILMS
SOLD TO	Mesers Thomas	A Balaca Inc., Ording.	27	July 1912
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## NATIONAL PHONOGRAPH COMPANY, Ltd.

#### EDISON WORKS,

WILLESDEN JUNCTION,

NATIONAL PHONOGRAPH CO.'S BATES MANUFACTURING CO.'S EDISON MANUFACTURING CO.'S EDISON BUSINESS PHONOGRAPH CO.'S

TELEPHONE-No. 16 HARLESDEN (Two Lines)

SOLD TO Messrs Thomas A Edison Inc., Orengs. 27 July 1912

SHIPPED Via.

DATE

PKGS.

CASES

LONDON, N.W.

DA		Terms-Nett Cash.						_
		To cost of Books purchased by us from Mr. William Reeves, Booksiller & Publisser, 83 Obering Cross Rd, London, W.C. for Mr. T. R. Edison as fallws-	-					
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	The goods inv	olced hereon are the subject of conditions set forth in our price agreement,	h :		8 0			i
an to	d the acceptant be bound by su	the of such goods will be assumed by us as an undertaking upon your part of terms and condition of sale.	( :		6 10			
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WESTERN UNION Cable Message

UNION

#### THE WESTERN UNION TELEGRAPH COMPANY.

E LARGEST TI	LEGRAPH A	OBERT C. C	SYSTEM	IN EXI	t and C	eneral Man-	ger. E SERVICE	TO ALL THE WORLD
24,000	OFFICES AND 84							TH AMERICA.
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leaving Rome. Kine, July 31.1912 The Festival will begin with Mozart's Operas that beginse singers with well educated voices Laboratory of Thomas a. Edison, I hope I will succeed in sending Dear sir, In a few days you trials of the best roices there. The second part of the will be through Lake in Rome and Testival will be of Wagnerium I will ship you a case of trials taken here, in Florence and Bologua operas and their singers will not be so interesting to us. at the middle of dept. It is very warm in Italy at present, all the Opera Houses are I should be back to Milan to closed and the best singers are take trials of several good artists in the country for their Summer singing in So. America at present vacation. All the attention of and of several others that I was musical Europe is now focused mable to reach before. on the operation Testibal of Munich and for this reason On this way I will have covered in a very thorough. I decided to go there soon after

Laboratory of Thomas a. Edison manner the field of Italian Opera by Italian and Freign Artistes. This I consider, the most important past of my work here in Europe. Starting from October I should cover Hance Spain, (Italy) With my feet regards. I beg to remain, Very respectfully jour Austria, Germany and Olustia and considering only one month in each country, it will take me until March 1913 to end my work Es this your desire or do you wish that I should end my trip sooner?

Will you kindly give me yours instructions by registred

% Hotel Baglioni

Humbert J. Tosi.

TELEPHONES: WORKS, 1216 & 1217 WILLESDEN

TELEGRAMS & CABLES: RANDONLY, LONDON CODED USED: WESTERN UNION. A.B.C. & LIEBERS

#### THOMAS A. EDISON LTD.,

Thomas a Edison\_

Successors to

### National Phonograph Co.,Ltd. Edison Works

Willesden Junction, London, N.W. City Offices & Showrooms: 25, Clerker

Edison Phonographs & l

FACTORIES ORANGE NJ.U.BA LONDON BERLIN. SYDNEY.

BUENOS AIRES

IN REPLYING ADDRESS THE COMPANY NOT THE AFTY AIR .

Mr. Thomas A. Emison, C/- Thomas A. Edison Incorporated, Orange, New Jersey, U.S.A. EDISON DICTATION

Dear Sir,

We hand you nerewith copy of letter addressed to Mr. Walter Stevens giving particulars regarding a shipment of five cases which to forward per S/S "New York" sailing tomorrow the 3rd inst.

> Case No.4 marked Thomas A. Edison, 122 West Street. New York, U.S.A. Printed Hatter

contains the Music Books purchased here on your behalf consulars whe ausic mooks purchased here on your behalf in accordance with advises from if. Meanow Oroft who has already been fully advised by letter from Mr. Crosslin in regard to the titles and cost of the Music Books contained in this case.

Yours touly, Horson LID. Assistant General Manager.

#### [ATTACHMENT/ENCLOSURE]

AFT/AR.

and August, 1912.

ur. Valter Stevens, Manager Foreign Department, Thomas A. Edizon Incorporated, Orange, how Jersey, U.S.A.

DICTATED TO THE EDISON DICTATING MACHINE,

Door Sir, to are forwarding through Mosers. Limbur a Moore pur 3/5 "New York" salling toxorrow the 3rd list., five comes with sarks and contents as follows:

Cose I marked T. A. Hew York B. The. Per Er. Dyer contains

1 Gyrodcoya Comera complete with buttery.

Case 2 served T. A. Fow York E. Inc. For Mr. Dyer contains

l spare battery & 1 film box for (Greacope cemera.

2 Pathe Home Cinesategraph complete with two filers, I make box lamp 2 bettle cement, I film mender, a complete brills for springs, I box cleaning accessories, I make real

Case 5 marked T. A. New York E. Inc. per Mr. Dyor contains

> 1 Paths screen and frame for Home Cinematograph

Case 4 marked Thomas A. Edison 122 Test Street, New York, U.S.A. contains

music Books as enumerated on the Consular invoice.

Case b sarked T. A. 122 test Street, K. Inc. New York, U.S.A. contains;

#### [ATTACHMENT/ENCLOSURE]

#### Mr. Walter Stevene:

27 British Amberol Mesters os follows: -

- 3 12498 "CHRISTMAS FAIRIES"
- 5 (a) "SHIECTION OF GOUNOD'S WALTZES" 5 - 12003 "VALSE MAI"
- 3- 12500 "THE PLORAL DANCE"
- 3 (b) "THP CORPORAL'S DITTY"
- 3 12504 "ALEXANDER'S BAGPIPE BAND"
- 3 12500 "BPAUTIFUT GIRL"
- 3 (c) "THAT'S WHAT THE ROSE SAID TO ME" 3 12502 "FIDDLE DEE THEE".

Gyrosope cemera and Pathe Home Cinematograph with accessories should be forwarded to Ir Dyer, case four containing Music Books should be forwarded to Mr. Rdison and case five containing 27 Amberol Masters (British) should be forwarded to the factory.

We have requested Messrs. Lunham & Moore

to forered you direct

1. Original Bill of Lading 2. Our invoice No.5792 showing an amount of \$69.5.6. being the declared value of all the godds contained in the live cases for Customa' purposes.
3. Consular certificate covering the five cases, the total value being over £20.

We now enclose with this letter

1.Duplicate copy of our invoice 5792 for Customs! purposes above referred to Z.Dayligate copy of our order No. 5388 calling for 2,000 Amberolrecords of the British Hovember Supplement.

and we will forward duplicate copy of bill of lading an acon as we receive seems from the Shippors. We are advising Mr. Edison, Mr. Dyer, and Mr. Wilson in regard to this chipment, and so hope you will have no difficulty in clearing the cases through the Customs', and forwarding same to their respective destination.

Yours truly, THOMAS A. EDISON LTD.

Enclosures:

Copies of Invoise 5792, copy of Order 5388.

Assistant General Manager

TELEPHONES ( SITY OFFICES SORO HOLSORN

THOMAS A. EDISON LTD.,

Thomas a Edison\_

## Successors to Softman & Calson Partial Phonograph Co., Ltd.

Edison Works Willesden Junction, London, N.W. City Offices & Showrooms: 25, Clerkenwell Road, E.C.

Edison Phonographs & Records

ORANGE, NJ. USA LONDON. BERLIN. PARIS. SYDNEY. BUENOS AIRES

REPLYING ADDRESS THE COMPANY NOT THE PHC/AP.

August 3rd 1912.

Mr. Thomas A. Edison, Orange.

Orange, New Jersey. You not make a track

Dear Nr. Edison,

I have just received your cablegram which reads

I have just received your caplegram which regas translated:

"Do not permit Columbia or any one else have Martinelli want at least one tenor exclusives"

In reply, as indicated in my lettler of July 20th, which has doubtless reached you, the arrangement we made with Columbia, to beat out the Gramophone on lartinelli is such that we could not in good faith refuse them the right to use lartinelli if we had the power to do so.

The paper dated August Sed which I had Eartinelli sign,

The paper dated August Srd which I had Intrincill sign, was hurrically scribiled by so in an interview with him, and the intention was to the him up in such a way that he would be ourse occlusive to the extent we wore willing to duplify the content of the state of the might have from the wore willing to duplify the content of the might have from the word willing to duplify the content of the might have from the word of the might have the word of the

out y

Er. T. .. Edison.

because of the difficulty it was going to get him into with the killer Lyndicate, and would not consent to any interlineation.

Columbia Co. at that time, explaining that he was afread to de so, and that if they wished to have him and, they might at the accordant to the son and that if they wished to have him aint, they might alter a proper and at the middle he would did not be the son and the middle he would give sometis a row of course with the claim of the son at the map pointed out to him that the hall have a son and the son at the son and the son at the son

Very sincord De Houselin

proprier Read t aux. 8/5/12 It is rumored here that Jean de Reoghe 1 so come over to sing in Concept town this coule afavorde Feller see hum & tell him that I want to show him the quest unpreavail un phonigh which will be an and in his teaching & also not to agree to make und record for any Co until he hear how perfect we records respendence the voice

52960

August 7, 1918.

. Mr. H. F. Miller, Laboratory.

I return herewith letter from Mr. Tool referred to us by Mr. Maison and having reference to migrants of records, etc. via \$3.5. "Vaderland" and "Ariser Prodricoh der Grosse". Those forwarded via "Yaderland" have already been delivered to you and we shall forward those via "Fredricoh der Grosse" immediately they are received.

Z. Astevens

Cinc

brone . Frond

52996

August 8-1912.

' MR. F. H. MILLER.....

Referring to my memo, of the 3d inst, regarding shipment of records from Italy, per S/S "Twaderland," I beg to advise that the second case of this shipment containing disc records and phonographs has been forwarded to Ir. Maiter Miller, at 79 5th Avenue, in accordance with his telephone request.

WALTER SEEVENS

WASS/AG

189

Anergan

Mr. Edison.

PHC/GA.

12th August 1913.

Mr. W. H. Miller,
Manager, Recording Dept.,
Thomas A. Edicon Inc.,
79-83, Fifth Avenue,
New York.

Dear Mr. Miller.

I hand you herewith the original of our letter from Martinelli signed August 3rd of which you have been formally advised.

I tried to get an interlineation of the words or otherwise\* to the agreement, signing both copies with my initials, but Martinelli as I have previously written would not consent to any change in the original dwaft. You will notice a mero in Boochi's hundwriting on the top of the letter however, in which he makes a record of the fact that Martinelli gave us his word that he would never sing for any other Company without first informing us and finding out what we intend to do. This is the best we can do under the circumatances.

Very truly yours,

Managing Director. 42

Dictated by Mr. Cromelin but signed in his absence.

#### [ATTACHMENT/ENCLOSURE]

Copy

In presence of Miss Amy Evans of the Covent Garden Theatre Mr. Martinelli gave me his word that he will never sing for any Phonograph Co. without informing us first and see what we intend to do.

(Signed) A. BOCCHI.

Edison Works, Willesden Junction, London, N.W.

Aug. 3rd 1912.

National Phonograph Co. Ltd., London.

Dear Sire,

Referring to the ten songs which I have sung for you and for which you have paid me £43 (forty-two pounds) per song and are to pay me a royalty of 10% of the wholesale price of the records sold I hereby confirm my verbal agreement not to make in this or any other country a contract to first confirmation of the result of the sold of the result of the sold of the result of the sold of the result of the offer in writing to you and giving you the right to duplicate same. If you do not agree to duplicate such offer in 30 days I am free to enter in any agreement I see fit.

I also confirm that I have not made records for any other

Very truly yours,

(Signed) G. MARTINELLI.

A. Bocchi.

Company.

Accepted
National Phonograph Go. Ltd.,
(Signed) PAUL H. CROMELIN,
Managing Director.

F No. 53190

August 13th, 1912.

Mr. Meadowcroft:

I return herewith a letter received from London, referred to me by Mr. Edison. We have received documents covering the shipment referred to therein, and immediately the shipment is cleared through the customs, we shall make delivery to the proper parties.

Encl.

Willer, lettler dens Copy

Nuller, lettler dens Copy

PHC/GA.

Description Continued as PHC/GA.

Respectively and the second of 
Donr Mr. Miller,

I have duly received yours of August 7th confirming outlogram which Mr. Edition cent in regard to the tenor

Martinelli.

As formally adviced Hertinelli has not sung for the Columbia Company up to the time he left here, and they expected to got him in Hilan later under their general arrangement with us - that is - if he wished to sing for them. I will make inquiry of the Columbia people and sek them what the situation is, and see what we can do with a view to having them stand off as suggested.

I note that you have been able to close with Madame Labia on a proposition for her exclusive services, and that Mr. Edison would like to make a contract along similar lines with Madame Akte. The latter singer writes that she expects to be here the middle of September, and we have communicated with her stating that we have an interesting proposition we want to put up to her when she is in london. At the present time she is in

•••

Helsingfors.

I will be glad to have you send me a copy of the Agreement with Madame Labia on receipt of this even before you have her signature to same, as we can use it as the basis for the general agreement to be worked out with Madame Akte.

I am particularly interested in learning what your experiences have been with Orville Harvold, and how his work has turned out. Cablegrams appearing in the sorning papers indicate that Hr. Haumoretein has decided not to attempt another essue of Grand Opera in London, and has cabled instructions to his Agents here to either sell or lease the London Opera House. This is interesting news. Hefore Hervold left here, he intimated that Haumoretein would in all probability pay his forfeit of \$100,000, and open up again in New York in Grand Opera work.

With kindost personal regards,

Very truly yours,

Hanaging Director.

#### Translation.

559

Between the EDISON-GESELLSCHAFT m.b.H., Berlin, Friedrichstr.10 (hereinafter called the "Company") of the one part and Mr. Hermann Moos, Zürich I, Löwenstrasse 61 (hereinafter called the "Agent") of the other part, it is agreed as follows:-

i 1.

The Company appoints the Agent as sole and exclusive agent for the sale of Edison Business Phonographs and Accessories as sold by, and listed in the catalogues of the Company for Switzerland.

\$ 2 .

This agreement to be for one year, beginning with September 1st 1912, but it shall only go into effect if signed by the authorized Manager of the Company.

The Agent agrees with the Company to purchase during the first year of this agreement at least 80 (eighty)complete Edison Dictating Machines, exclusive of Shaving Machines. Of this quantity 20 (twenty)machines must be taken until the end of November 1912, 20 (twenty)until the end of February 1913, 20 (twenty) until end of May 1913 and the last 20 (twenty) machines until end of September 1913.

§ 4 .

If the Agent has fulfilled all the conditions of this agreement, he has the option to renew the agreement for a second year on exactly the same terms and conditions, with exception of the quantity of machines to be purchased during the second year, which is to be raised to 100 (one hundred) Dictating Machines (without Shaving Machines). Of this quantity 25 (twenty-five) dictating machines must be taken every three months.

§ 5 .

The Company's terms and prices to the Agent will be as follows:-

Edison Dictating Machine with Universal Motor(wood-casing	g)M.390
Edison Dictating Machine with direct current	M.345
Edison Dictating Machine with Spring motor	M.280
Hand Shaving Machine	M.170
Flectric Shaving Machine	M.260
Machine made of Steel, more	M. 25
muonano mana de desergi	41

Repair parts and accessories at the prices enumerated in the German catalogues of the Company. These prices are subject to a discount of 40% allowed to the Agent.

The business blankswill be supplied to the Agent at 85 Pfg. each net. Delivery from the Company's warehouse Berlin, including packing. Transportation at the Agent's risk.

The Company reserve the right to change the list prices from which the before mentioned agent's discount is to be deducted; the change in prices to take effect after 30 days from the date of notice to the agent.

( Conditions of payment; Net cash at delivery of the goods with 36 discount.

56.

The selling prices to users in Switzerland will be fixed by the Agent and the Company, and they should in general be in accordance with the selling prices in force in Germany, but may differ from the German prices in so far as this may be required on account of the difference between the Swiss and German custom duties and freight.

57.

The Company agree to furnish the Agent with a supply of their regular catalogues and their other printed matters which from time to time are issued and in such quantities as the Company may consider the Agent may need. All other expenses for advertising and printed matters are to be paid by the Agent.

\$8.

The Agent further agrees to establish sub-agencies

or dealers in all principal cities in Switzerland, whom he supplies with the machines at list prices less a suitable retail discount. The names of the sub-agents or dealers, when nominated, are to be communicated to the Company.

The Agent agrees when appointing sub-agents or dealers, not to impose upon them heavy conditions, excepting a turnover guarantee, where this is deemed necessary. It is especially understood, that the agent is not permitted to sell, or receive remnaration for granting sub-Agencies.

#### § 9

The Agent agrees further to have all customers who have bought Edison Dictating Machines through him, visited regularly, in order to ascertain if the machines are kept in good condition and are properly used and he has to use his efforts to induce the owners of the machines to keep same in good working order.

#### \$ 10 .

The Agent agrees with the Company to sell during the time of the agreement only the products of the Company and that he will not directly or indirectly be interested in the sale of products in any way competing with the products of the Company.

#### 5 11 .

The Agent agrees with the Company to refer to the Company all enquiries and communications he may receive from other countries. On the other hand the Company will refer to the Agent all enquiries and orders received from Switzerland.

#### § 12 .

The Agent agrees that all rights arising out of this agreement are belonging to him personally and are not transferable.

#### § 13 .

The Company has the right to cancel this agreement at any time, should the Agent fail to make payments when due to the Company or in the event of the Agent violating any of the conditions of this agreement. It is agreed by and between both parties that this agreement shall be construed in accordance with the laws in force in Germany and for all disputs arising out of this agreement the competent tribunals are the Amts- or Landgericht Berlin-Mitte.

Zürich, 17th August 1912.

signed H.Moos.

Berlin, 2nd September 1912.

Edison-Gesellschaft m.b.H. signed: Thomas Graf.

WORKS, WILLESDEN JUNCTION

SHOWROOM, B, GERRARD ST, W. CITY OFFICES, 25, CLERKENWELL R

LONDON, N.W.

Edison Phonographs and Records

Edison Dictating Machines
Edison Kinetoscopes and Motion Picture Films Edison Primary Batteries Edison Home Kinetoscopes and Motion Picture Films

PACTORIES ORANGE NJUSA LONDON PARIS SYDNEY BUENOS AIRES

Please address your reply to WILLESDEN JUNCT., LONDON, N.W. and mention these initials.

10th Sept. 1913.

Thomas A. Edison Esq., Orange, New Jersey. Dear Mr. Edison,

Referring to yours of August Ale, Tearning that Jean de Reszke was about to return to Paris) from a holiday in Deauville, I went over to see him, and had a pleasant interview with him last do so livering night.

First of all, there is nothing to the rumor that he will He says his intention is appear in concert in America this Winter. to remain in Paris all Winter. He leaves for a visit to file home in Poland today, and will be back in Paris in about a month,

De Reszke expressed the greatest interest in the story I told him of your wonderful improvements in recording and reproducing the voice. He said that he felt sure you would succeed in doing this some time, that he had never been satisfied with the tones produced up to now by various makers of machines, and if the machine was as I told him he would be glad to sing for you. I pointed out to him the enormous value of this perfected instrument to him in his teaching and suggested that it was a pity that his work should be

confined to Paris instead of for the benefit of students and music lovers all over the World which he could make it, and in a manner which would be satisfactory to all, by means of your new Disc Phonograph and Records. He seked if I could let him hear a machine, but I explained that none had been sent over up to the present, and promised that as soon as I was in position to do so I would see to it that he was given the opportunity.

I do not know how the idea will strike you, but believe it would be good business policy for you to present one of the better class Disc Machines with a representative assortment of the new Disco to De Reszke, first of all in order to keep his interest up and lay the foundation for booking him to eing for us, and secondly, with the idea that a good strong testimonial from Jean De Reszke would be of great value not only in America but throughout the World.

Awaiting your further wishes and instructions,

Very respectfully fours, Mill Romelin

Sep1 11 к. 1912 I had the pleasure Viskeday of receiving a broit from W-Cromelin, who save nie a most interesting account of at the new inprovements

I am looking toward
whensely to hearing the
results, a hope to be one
by the first to make use
of the perfected his truncalwith kindest regards a
the expression of my mind
the expression of my mind
the expression of the period
the expression of t

many of Exison Gust performance Seon Carvallos new operette "Dingari" monday newho orchestrations eight principal solub duck trus cost including artists appening \$ 1000. Bocchi attended reksarer to-day predicto great success and recommends closing not far enough advance. to 62 able to use and Zingan

PRESIDENT'S OFFICE Memorandum

Mr. Edison:

Idaym file Their September 23, 1912.

I hand you herewith new catalogue just issued by the Pathe Co. showing their various forms of Disc phonographs. You may be interested in seeing what they are doing, and particularly the prices they are charging.

I call your attention particularly to their so-called "Duplex" machine. I cannot read the catalogue myself, but it looks to me as if this machine was a machine with two records playing in synchronism.

FLD/IWW

F. L. D. . . .

Waster Miller -

Day that we entend of Millan, October 10 - 1918
Lectory of the Millen - Some time the fore
Whiter a white let were there as well
ORANOE No.

Olicele decements his assurance we will no
Combour sir, by any organization with this

ved and the instructions therein contained will have my best at the factor of under the other and the contained of the contained and the contained of the conta

taken here in Milan, and this will end my preparatory work in

on the 15 inst. I will go directly to Russia, visiting St. Petersburg and Moscow. After this I will go to Poland, Austria and Rungary and will return to Italy for a few days, at the end of Docember, before going South.

In January and February J will visit France, Spain and probably Portugal. In March and April I will be in Belgium, Hokland, Nortern Germany and probably Sweeden and Norway.

As we are very much in need of Concerted numbers, in May 8 sheald return to Staly to take Concerted Operatis records, using the Artistee that you think have the proper voice, for this work.

ESTABLISHMENT OF AN OFFICE IN MILAN - Sur Company, like all the

#### Thomas A. Edison Esq.

other important talking machine companies, should have an office in Milan with recording rooms. This is the operatic centre
of the world, and the only place to engage singers at the proper
time when their pretentions are moderate. The competition among
talking machine companies is going to be very keen and good phonograph voices will be in an increasing demand. We should have
a competent person here to look out for the Company's interest.

Borides these advantages, an office in Milan would save all the railroad fares now paid to Artistes to go to Paris and London. The musicians will cost half the price paid them in the above places. In Milan it will be easier to make concerted numbers, as nearly all the good singers come to this city between engagements.

This office would have importance not for Italian music only, but for forman and French music as well, as the world demands for nearly everything singable in the Italian language. The South American countries, Spain, Italy, Russia, Australia, etc., wants German and French music in the Italian language and by Italian singers. Considering the importance of this office, and because it would produce records that could be sold all over the world, it should be under the direct dependence of the Factory and Recording department, that should appoint a manager to

#### Thomas A. Edison Esq.

work in harmony with the Officers of the Company at Orange.

The Milan office should also attend, the sale of the factory products in Italy and Southern Europe, as I believe this territory was never given the due importance. While I realize that the autput possibilities would not be very large, I believe that the new venture would pay if properly managed. The expenses could be small and should be devided between the recording and selling departments, and the Company would have the double advantage of a base of supply of records for the whole world and of a new outlet for products.

If you are interested, I shall be glad to go deeper in the matter and to give you further informations on the subject.

With kindest regards,

I beg to remain.

Very respectfully yours

Humbert J. Tesi

Temporary address while in Europe:

Via Benedetto Marcelle 99 - Milame.

Cable address: Edifone - Milan --

Thomas a. Edison Ed. 14.1912 Dear Sir, 105 mondo and a away trade of 57 Clitustes as follows: 5 Elloratura Dopianos E Lync Diamatic 3 Miggo Soprano or Contracto nationalities: Hornes icm Serman 2 Chroentine Belasilian 1 Polish 1 Bokemian

Thomas a Edwar 69. The two dises we sam its of the Kindson Balltonex. To- more will start for Musia and Shope I will vown the able to send soil vome good trinks from St. Petersturg. V Kindest ugards. From 6 years is see thelly sound, N. B. Insumation spects waiding all the above mentiobed notwites are Recently enclosed.

PRESIDENT'S OFFICE Memorandum 2234

Mr. Edison: Referring to your memorandum, I have cabled Cromelin and Graf to come over as soon as possible and will advise you

October 18, 1912.

definitely when they expect to sail. FED/IVI

TATTACHMENT/ENCLOSURE)

Mer Edwar:
Cromelin
and Graf Sail
on Kronpring
October 30 th

Colien you all eller Come over again want to lack to you alcout training a hursical main colo 4 Can send abroad to do our work as wer now do it, to we will no Longer pay out thoused of dollars for a ongo a house Clean sport by Rutten accompt,

#### EDISON GESELLSCHAFT M.B.H.

#### BERLIN

Balance sheet as of 31st October 1912.

#### ASSETS

. Simil E

 Cash on hand & in Bank
 7,302.84

 Accounts Receivable
 26,147.42

 1 esse
 1,780.00
 24,397.42

 Bills Receivable
 2,772.33

 Deposit Acct (Govt Honds)
 2,639.25

#### Inventories per Ledges

144	Phonographs Dictating Kachines &c.	11,631,29	
189.814	Standard Records	20,362,35	
	Amberol * Phonograph Supplies	3, 253, 93	
79,959	feet Film Kinetoscopes &c.	3,517.62 911.54	
75	Home Kinetoscopes	1,984.92 171.72	
1,272	Dictation Blanks feet H.P.K. film &c.	241,53	52,811,31
			89,923.15

#### Plant & Equipment

Furniture & Fixtures Machinery & Tools	106,88	2,411,97
	Total Assets	\$92,335.12

#### T.TABILITIES

Capits	al Stock	100,000.00
Accour	nts Payable	48,474.91
	ve for Stock Depreciation	3,750.00

Total Liabilities	\$152,224.91
Deficit as of 31st October 1912	\$ 59,889.79

Deficit as of 31st December 1911 Net Loss ten mos to 31st Oct 1912	358,727.88 1,161.91 359,889.79
---	--------------------------------------

#### BERLIN BRANCH

## Trading Account Ten months ending Oct. 31st 1912.

#### SALES

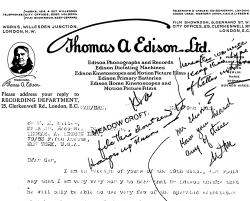
•	Phonographs & Miscellan	eous	Dictating Machine		Film & P.K.		Home Kineto &c	
185	Phonographs	3496.51	515 Machines &c.	36667.11	Kinetoscopes & Pts			
73114	Standard Recd	9740.10	1769 Blanks	398.67	1310,085 ft Film 8	39527.19	351 ft Home Film &c	. 136.06
156	" Opera "	72.80						
29309	Amberol "	6670.41						
327	" Opera "	253, 42						
Phono	graph Supplies	2665, 76						52222.70
TO		22899.00		\$37 065. 78		89575.87		\$2222.70
				GROSS PRO	FITS			
Phono	graphs	1862, 83	Machines &c.	14199.89	Kinetoscopes & Pt	5.20	Home Kinetoscopes	
	ard Records	2231, 33	Blanks	159.86	Film	24738.95	" Film &c.	90.68
	Opera "	33.80						
Amber	ol Records	3554.19						
	Opera "	161.86						
Phono	graph Supplie	s 1532, 12						
TOT	AL EARNINGS	\$9376.13		\$14359.75	•	247.33.75	•	\$1066.76

#### BERLIN BRANCH

1 45 -5

## Statement of Expenses Ten months ending 31st October 1912.

	Phonos &	Dictating Machs. &c	Film & P. K.	Home Kineto &c.
Advertising	3,795,27	5,352.89 1,395.34	3,222.81	230.51
Travellers Salaries & Exps.	46,88	26.14	30.48	2,65
Packing & Boxing	4.733.12	3.814.07	3,565,35	98.55
Office Salaries	1,067,33	626,66	597.40	210.24
Rent	1,007.00			
Taxes	75.38	99.12	59.50	7.73
Repairs Insurance	303.63	179.27	132.92	16,50
Officials Expenses	312.53	644.84	714.99	
Printing & Stationery	308.66	149.60	187.94	9,63
Telegrams	81.40	64,99	192.33	37.43
Telephone	29.88	32,17	27.39	
Postage	700.92	272.64	523.34	.92
Legal Expenses	308.97	35,98	38.47	6, 25
Customs "	76.17	182, 16	6,98	6.29
Commissions .	4.59	173.79	3,008,22	
Miscellaneous	388.98	311.25	352,14	76.72
Interest & Biscount	351.96	48.13	1,049.39	1.60
Freight & Express	519.01	121.73	52,09	15.06
Exchange	867,13	862.49	389.00	
Light	86,96	88,99	85.42	26, 28
Duty	452,63	1,064.79	975.33	113.89
Department Heads	617.00	616.75	616.25	121,25
Clerks	631,24	631,25	631.49	124.88
Stock Clerks	537 26	473,83	413.73	39,72
TOTAL EXPENSES	\$15,258.48	\$17,172.62	\$17,004.80	\$ 1,112.78
" EARNINGS	9.376.13	14,359,75	24,733.75	11,066,76
Total LOSS GAIN	\$ 5,882.35	\$ 2,812.86	\$ 7,728.95	3 46.02
UAL.	*********	. מנהנבבהמקפם		
Net Loss Phonographs & M	iscellaneous		82, 35	
" " Dictating Machi:	neв &c.		12,86	
" " Home P. K. &c.			46.02 \$8,7	41.23
Het Gain, Film & Proj.	Kinetos.		7.7	28,95
Research of the control of the contr	TR.			12, 28
	Li	Add cense Charges	1	49,63
TOTAL NET LOSS	10 months	to Oct. 31st,	1912 \$1.1	61,91



the will oill be able to use very few on the operation selections that have be a made. I should like very win to know whether you have put through any of Agostine 110's or Carntine 110's records because if you have. I would like to know wash you think of them as we need then show I returned from Larrier.

I now what you say shout breaking in a man to assist

me in this operatic work and I feet that you could not have done better then to be several the feet that you could not have done better then to have Seymour visit America and see just what the required. Seymour as a very good meal and I do not think you, need question his loyalty to the Company. Ifinishing this, I cabled you "Seymour O.K" and now asket Carther news from you.

As I told you in my last litter, Cambald, will be here on Monday, and it is absolutely impossible for us to further postpone her recording, because she had cancelled other engagements in order to make this time for us; As I mentioned before, By Cromeius will be able to explain this to you. As to the other artists, Knote will be here on the 25th of this moral and I think I will be able to come to some arrangement with him whereby we will only have to work a few of his numbers.

Bias Velker, I have just heard, will be here on January 6th to lith. I have written explaining the situation to her and also sakes her to let me have a further list including all concert songs, and as soon as I hear from her or receive this list I will said it on to you.

I also note wist you say about a recording place in bilan for concerted numbers and also about shipment of the apparatus on the S/S Minnewasha".

I received the long screws for my recording machine for which eccept my best thanks.

With kindest regards, and trusting to hear from you soon, I beg to remain,

Yours very truly,

THOMAS. A. LDISON LIMITED.

MANAGER, RECORDING DEPARTMENT

St. Retershing , nov. 16. 1912 Thomas a. Edison Esg. that made trials for us in this cit Several of them are men the Imperial Theatre, other are of the Russian Opera Heatre and the artistic Opera Company, One is a soloist of the Emperor and the rest are Concert Singers. Russian four mill notice that the deeper voice than the baritones other countries, in fact mostly them sounds like our bassos.

talking-machine than the ones In this Country I had considerable existing. This should be a good more difficulty than elsewhere to markelt for the new disc showprash hersuade the artistes to make trials. The members of the Impetaking trials of Artisted that, rial Theatre wanted us to call at if found satisfactory, can sing their residences with the apparatus, a repertoire saleable to the other wanted to be paid to sing, etc 80 Millions of Russians Speaking but they finally consented. the Russian language. If the Ampany will have an office here in the felture, it Jam shipping you to-day 89 Cylinders, trials of 45 artistes will be advisable to take records for the provinces where the Russian H Bramatic Dopuanos 5 Lyric " Language is not spoken: Tinland Tartaria, Luthema, etc. 3 Coloratura I Leard that the Gramo 8 Mezzo Soprano and Contraltos phone and Pathe are doing good business here. It will Terros Baritones be interesting to know that all Bassos the talking-machines sold in All Russians but one Tolish" Kussia Vare of foreign make, in this country for a fetter

while there is I manufactures of inferior records. Start for Vienna Stopping a few days at Warsaw for the Polish Artistes. With kindest regards, I am, Sir, Very respectfully yours Humbert J. Tosi.

ÉTATS-UNIS

Thomas a Edison

Compagnie Trançaise du Phonographe

64, Rue de Cormeille, LEVALLOIS-PERRET (Seine) 50 Ris das Patitas Sourias PARIS le Havenhar Sardigg R

Thomas A. Edison Inc. Attention of T.H. Headoweroft Scarcingy to Er Telicon Grange N.J.

Beer Gir,

I am unclusing himself, on article which appeared lately in the of the most important daily papars in Pronce, having refer noe to a new phinograph one its amplication to the photogroupy of the human voice, which I which will interest Mr Mison, Yours very "mily.

gia Françsis: Ju Phonograph: Edicon

Reclinate-

### MUTUALITÉ

## Un nouveau Phonographe

Son application à la photographie de

Dans tous les pays du monde le phone-graphe a pris, ces dernières années, un dé-voloppement considérable. En France, no-lamment, on le remonire partout, et nom-breuses sont les familles d'ouvriers aux-quelles il procure le charme d'une heure de musique qui fait oublier soyvent bien des

qualitat Il presure in character drue marce se-mental.

Margia celle grande estension, in plac-sure del presure del consistenti del Margia celle grande estension, in plac-sura del consistenti del consistenti del particolor del consistenti del consistenti del particolor proporti del consistenti del conserve del viperitonia proprio estensioni del conserve del viperitonia proprio estensioni del conserve del viperitonia proprio estensioni del viperitonia del principaro este del corpleto del viperitonia del principaro este del corpleto del viperitonia del principaro este del corpleto del cen niferenti le timbre. Alla preferentiamenta del companio del conservato del conservato del conserva-torio del conservato del conserva-torio del conservato del conserva-torio del conservato del conserva-torio del conserva-cione del conserva-torio del conserva-torio del conserva-torio del conserva-torio del conserva-cione del conserva-torio del conserva-cione del conserva-cio

Il est, nécessaire de se rendre compte de co-lor por les vibrações, des credes vesieles, en-tratoste celes de 1 sie espré des poinces en-tratoste celes de 1 sie espré des poinces en-tratoste celes de 1 sie espré des poinces en-tratos en la compte de la compte de la com-tra de la compte de la compte de la com-tenta de la compte de la compte de la com-tena de la compte de la compte de la compte de la com-tena de la compte de la com

Les vibrations paus en mous rapous, d'une plus en moins grande amplitule, qui un moins grande amplitule, qui un moins grande amplitule, qui un mois derie de compressions de do difaction no vient disposer une membrane tels miseries en la cristillare pour cotté contraire une sonitables aux vibrations qui leur en constitute (adaptise paus et le constitute et de la cristillare de proposarios de constitute et despirages des phonographes est dans l'épaiseux et la cristilla de la constitute de la cristilla de la constitute de la cristilla de l

grande.

Des 1908, M. Marage prisoniali à l'Academio des sciences un d'ostilir compresant de la contra del la contra d



trique à arc L sur le miroir à travers une ouverture très pelite O donnant dans son prolongement l'image d'un point lumineux. Du miroir, celte image est renvoyée sur une pellicule sensible mobile, un film de cinéma par exemple, où elle impressionne un tracé

correspondant à une véritable photographie de la paoloc et de sur vibratione, point mais une fente humboule, et ann inspa vient holty or au le fine l'uniforme, et ann inspa vient holty or au le film une parfine found out au le film ann parfine found out année de la film année d

in the state the

Film découpé de la voyelle e Film négatif de la voyelle

coupé de la voyelle c. Si nous le faisons passer (fig. 3) avec une vitesse de 1 m. 50 à 2 mètres par seconde devant une fente très



Reproducteur : principe du no phonographe

Bergendeter, principe à nouveres mines praiques dans une clausier recurs mines praiques dans une clausier recurs de l'est comprenie à provinci contante. Provinci de l'est comprenie à provinci contante de l'est control de l'est cette d'écon-de l'est cette de l'est de l'est cette d'econ-différente de la fait de l'est cette de l'est de l'est cette de l'est de l'est cette de l'est d

Andre-F. Vollant,



Outstanding when the Complete Survey of Thomas Of School of Thomas 
Blance Stom Hotel -Pague - Sec. 18/1/12 Thomas h. Edwon Eng. herewill enclose moomation keets regarding 38 Artistes, that made trials 5 Aleratura comano Meyo-Domano and Contracto (a total of 76 trial records) of the collowing nationalities! Russian Hungarian (over)

Dam also endoing 3 skeets agained 3 disks (shipped you with the 16 tital with its) as samples of distributes that could not make trads from your last but and you for ingagements. To morrow I will pust to himma and about the middle of the most the mill lind you trads of the best distributes of that city. Kindest agards

\*\*Turnbert Tours

\*\*Turnbert Tour

1/hords - Gramor home

TELEPHONES (SITY OFFICES, BOSO HOLBORN
FILM SHOWROOM, SERY GERRAND
WORKS, WILLESDEN JUNCTION

TELEGRAMS & GABLES! EDISONGRAM, LONDON CODES USED: WESTERN UNION, A BG & LIEBER G

FILM SHOWROOM, B.GERRARD ST, W. CITY OFFICES, 25, CLERKENWELL R? LONDON, E.C.



LONDON, N.W.

## Thomas a Edison\_Itd.

Edison Phonographs and Records Edison Dictating Machines Edison Kinetoscopes and Motion Picture Films Edison Primary Batteries Edison Home Kinetoscopes and Motion Picture Films PACTORIES
ORANGE.N.J.U.S.A.
LONDON
BERLIN.
PARIS
SYDNEY.
BUENOS AIRES

Please address your reply to WILLESDEN JUNCT., LONDON, N.W. and mention these initials PEC/GA.

11th Dec. 1912.

Thomas A. Edison Esq., President, Orange, New Jersey.

Dear Mr. Edison,

Merely to give you an idea of the kind of advertising our principal competitor, The Gramophone Company, is doing, I hand you herewith a page of "The Daily Mail" for yesterday. This advertisement cost approximately \$1500. It is part of a broad cammaism of publicity.

The Company as you probably have been informed has been eminently successful and has earned large profits for its share-holders continuously over many years. The business is conducted along normally British lines but they are going after it seriously with a view to meeting the demands of this market.

Managing Director.

OUR NEW SERIAL

The Wheel of the Juggernaut By LAURENCE CLARKE

BEGINS TO-MORROW

of Any Penny London Morning Journal.

MANCHIER.

the Juggernaut By LAURENCE CLARKE BEGINS TO-MORROW.

GREATER LONDON EDITION.

The Wheel of

OUR NEW SERIAL

TUESDAY, DECEMBER 10, 1912.

LONDON.

Daily Circulation Five Times as Large

PARIS.

NO. 5.204.

ONE HALFPENNY.

There's nothing more thoroughly elightful than an evening at one's own fireside, with 'His Master's Voice' Granophone and a personal selection of records.

That personal selection is very important, tastes differing so greatly. We have set out for your especial benefit, a really magnificent collection of 'His Master's Voice' Records. the very pick of the catalogue. Just glance down the various sections and pick out the records you feel would be especially pleasing to you. If you will tick these off and take them to the nearest 'His Master's Voice' Accredited Dealer, he will gladly play over your selected records on any 'His Master's Voice' Model. These Instruments range in price from £4 to £50. Records from 3/6 to -30/-



CHRISTMAS MUSIC for

JOLLIEST CHRISTMAS

and the pleasure will last many months after. It will last for ever if you get a few of the new records that appear each month. Special Xmas Demonstrations.

Special Xmas Demonstrations.
In practically every town in the world we have an accredited Dealer who is eager to play you any records you like on at least lighted to give you like the state of the sta THE GRAMOPHONE COMPANY, Ltd.
21 CITY ROAD, LONDON, E.C.

other of H.H. Queen Alexandrus ALM. The King of Sweden H.M. The King of Indr H.M. The Green Mather of Indr H.M. The King & Queen of Spein H.E. The Kindson of Errot, H.M. The State of Persis.

RAIIADS









F Space will not permit us to print any-thing like a representative list of the very large number of ballads sung by the greatest Concert Artistes, so we just give the names of several of the great singers. Almost any ballad ever sung is to be found in 'His Master's Voice' Record Catalogue. Walter Hyde Peter Dawson Harry Dearth Edna Thornton

Clara Butt Kirkby Lunn McCormack Evan Williams Robert Radford John Harrison Amy Castles Agnes Nicholls Perceval Allen

Margaret Cooper Ruby Helder Stewart Gardner Kennerley Rumford

Thorpe Bates

Gervase Elwes Charles Tree

CARUSO

Che gelida manine ("La Bohême") 12 inch, 12/6 Celeste Aida ("Aida") 12 inch, 12/6 Serenade ("Don Pasquale") 12 inch, 12/6 Vesti la Giubba ("Pagliacci") 12 inch, 12/6 MELBA

Addio ("La Boheme") Ab fors' e lui ("Traviata") 12 inch, 12|6 12 inch, 12|6 TITTA RUFÉO Prologo ("Pagliacci") 12 inch, 12/6 Largo al Factotum ("Il Barbiere") 12 inch, 12/6

SAMMARCO za tuch, 12/6 Pari Siamo (" Rigoletto") TETRAZZINI 12 inch. 12/6

Polonaise (" Mignon") Sextetter, Quartettes, Trios and Dusts, by the



It's nice when you love a love wee lassie 12 inch, 5/6 12 inch, 5/6 12 inch, 5/6 12 inch, 5/6 I love a lassia Roamin' in the Gloamin' Bonnie Leezie Lindsay.

GEORGE ROBBY Archibald! certainly not 12 inch, 5/6 12 inch, 5/6 12 inch, 5/6 Robin Hond Worse, much worse 12 inch, 5/6 Tempt me not

MARK SHERIDAN 12 inch, 5/6 A-hunting we will go CLARICE MAYNE (Accompanied by "That") Mr. and Mrs. Smith 12 inch, 5/6

HARRY PRACEON

The other Department, please! 22 inch, 5/6 And handreds of others.



THE GRAMOPHONE COMPANY, Ltd., 21 CITY BOAD, LONDON, E.C.

KUBELIK (Violin) Pierrot Serenade 12 inch, ol-

BACKHAUS (Planeforte) 12 inch, sle Fantaisie Impromptu Liebestraum (Lisst) 12 inch, 5/6 12 inch, 5/6 Prelude (Rachmaninoff) IRENE SCHARRER (Planeforte)

(a) Etude-Go & (b) Bees' Wedding 12 in., 5/6 KREISLER (Violin) 12 inch, 6/6 Humoreske (Dwrak)

MISCHA ELMAN (Violin) za inch, 6l6 Nocturne (Chopin)

And hundreds of others.



Moonstruck ("Our Miss Gibbs") 12 inch, 56
PHYLLIB DARE.
Ladies, beware ("Peggy") 12 inch, 56
My Samisen ("Mousmá") 12 inch, 56
GEORGE GROSSMTH, Jr.
Little girl, little girl ("The Sunshine Gir?")
noch, cl6

12 inch, 5/6 Yip! I addy I av!

Yip! I addy I ay! 12 inch, 5/6 GEO. GROSSMITH & EDMUND PAYNE. 12 inch, slo The two Obadians The two Obadiahs 12 inch, 5|
ROBERT HALE.
Whistle and the girls come round ("Peggy")

ROBERT HALE & IDA CRISPI.

Everybody's doing it now ("Empire Revue)"

12 inch, 5/6 And hundreds of others.



NEW SYMPHONY ORCHESTRA All 12 inch, 5/6

Cavalleria Rusticana "-Intermezzo Hungarian Rhapsody Marche Hongroise
"Midsummer Night's Dream"—Scherzo

"Midsummer Night's Dream"—Scarter
"Peer Gynt". Suite—Morning
"Peer Gynt". Suite—Death of Ase
"Peer Gynt". Suite—Death of Ase
"Peer Gynt". Suite—Anitra's Dance
"Peer Gynt". Suite—In the Hall of the MounSpring Song and Bees' Wedding (tain King
Unfinished Symphon)—First part of the First Movement

Unfinished Symphony-Second Part of the First

Unfinished Sympos...
Movement
Nocturne—" Midsummer Night's Dream "
"William Tell "—Andante
"William Tell "—Allegro
And somerous others.

# RAG-TIME

THE AMERICAN RAG-TIME OCTETTE

10 inch, 3/6 10 inch, 3/6 10 inch, 3/6 10 inch, 3/6 10 inch, 3/6 10 inch, 3/6 Oh, you beautiful Doll The Ghost of the Violin Hitchy-Koo That Rail-road Rag The Rag-time Jockey I want to be in Dixie

MATFAIR ORCHESTRA

(I'm going back to Dixie Two-Step

Waiting for the Robert E. Lee Two-Step

12 inch, double sided, 5/6

BILLY MURRAY AND AMERICAN
Burlesque ("Lucia Sextette") 10 inch, 3/6Jimmy Valentine 10 inch, 3/6
That Hypnotising Man 10 inch, 3/6

GOTTLIBES ORCHESTRA (Alexander's Rag-time Band-Two-step (Gaby Glide (Bohemian Orchestra)

Cinderella

ro inch, double sided, 3[6 And many others.



WESTMINSTER ABBEY CHOIR
(Solo by Edward Lloyd)
Rejoice in the Lord 12 inch 12 inch, 6/6

CHURCH CHOIR (Mixed)
Glorious is Thy Name 12 .ed) 12-inch, 5/6 WESTMINSTER ABBEY CHOIR to inch. 316 Ring out with jocund chime WESTMINSTER CATHEDRAL CHOIR 10 inch, 3/6 Nazareth (harmonized) O Salutaris Hostia

CITY TEMPLE CHOIR Lead Kindly Light 10 inc LEEDS FESTIVAL CHOIR And the Glory of the Lord (" Messiah") 10 inch, 3/6

" Hallelujah Chorus (" Messiah") 12 inch, 5/6 AGNES NICHOLLS
How Lovely are Thy Dwellings (Liddle)

12 inch, 5/6 And numerous ethers.

These records will give the



GOTTLIEB'S ORCHESTRE.

(Cri de Cœur Valse

(The Girl in the Taxi Waltz Nydia Valse Sheila Valse IFF'S ORCHESTRA.

JOYCE'S (A Thousand Kisses Waltz ORCHESTRA, (Vision d'Amour Valse

Cinderella Jack and the Beanstalk The Three Bears Red Riding Hood Beauty and the Beast Dick Whittington and his Cat



told by MISS PAULINE POTTER 12 inch, 5/6

greatest delight to the young ones. They are beautifully spoken and every word is distinct.

a handsome record album is given, the whole forming an ideal Christmas Present for



His Master's Voice NºX Inlaid Fumed Onk Height 3 ft IOn Price £20

Hotel Erskerrog Karl Vienna, Sec 1124912. Liveratory of Thomasya, Edison Orange, 71 sheets regarding 22 Vienna al 3 Lync Colorativa or Contracto Megzo Jonano Diamatic Tenor 6 Lyric. Baritone Basso I also enclose a skeet regarding Tenor Viccarer an Omerican, at present a member of the Imperial Theatre, of Vienna and Ingaged to sing at the Metropolitan of New Jok mext season. Its this blitistic could not make a trial, I sent Metropolitan

Thomas a. Thurson Eq. 2 an Odeon disk as sample totals 34
Eigndess and 1 Sick.
The most spigment will be from
Buda fort with truly of the boart
Himfariant (citales)
With Kindest regards and the
Compliments of the vedoon
Very respectfully jours,
Thurster T. Foll.

grande derich

Mr. Edison:

Dec. 26, 1912.

Attached copy of letter from Mr. Gromelin to Mr. Stevens refers to two sets of first liet of 50 Blue Amberol Records for each of 26 factors; two additional sets for the use of Mr. Gromelin's travelers; three each Model "A" and Model "B" Diamond Reproducers; three each of the different style Arms for changing over machines from supphire to diamond point reproducers; and one Standard type 4-minute machine only, equipped with diamond reproducer, for each of 28 factors.

As authorised by you in the "General Instructions covering Hew Folicy in connection with Future Hendling of the European Business", shipment of all this material was made on December 21st.

CHW/IWW

о. н. Т.

Enc-

7 16h

#### [ATTACHMENT/ENCLOSURE]

Mr. Edison.

Wilder Cote better war of the Country of the Box 1918.

PHC/CA.

Mr. Walter Stevens,
Manager, Foreign Dept.,
Thomas A. Edison Inc.,
Orange, New Jersey.

Dear Mr. Steveno,

I duly received in response to my cablegram asking if the Blue Amberola, Diamond Reproducers etc. had been forwarded yours advising that you expect to ship by the "Philadelphia" Docember 21st. I have cabled you to-day as per copy attached herewith.

I was under the impression from Hr. Edison's instructions that those samples would be shipped at once and expected
them to be in our possession before the end of the present
month. As I advised you when in America our Blue Amberol
announcements are prepared with a view to introducing the product
in February. This means that in the ordinary course, quite
regardless of the samples Hr. Edison as forwarded hore, our
orders placed regularly with the Factory for samples and for
Diamond Reproducers etc. should have been executed so as to
have the goods reach us before the end of this month. We get

#### [ATTACHMENT/ENCLOSURE]

.2.

the samples out to the Factors ordinarily to be in their possession by the first of the month preceding the month the record goes on sale.

I am very corry to learn by your telegram that shipment has not been made and that even now you do not appear oure that you will ship by the "Philadelphia" Becember 21st but you merely expect to. I trust that on receipt of my telegram every effort was made so as to get the shipment off, for in vier of the present state of the cylinder market here we have been anticipating a revival based on the announcement of the films Amberol, but you will remained how ridiculous we will appear to have our January announcements out boosing product which we may not be able to deliver.

I will look to you to do your very best to see that our customers are not disappointed.

Hoping this finds you well and with best personal regards.

Very truly yours,

Hanaging Director.

Grand Thola Stangaria

Dudywood Ellingue, Milan, Secender 28-4/2

Thomas A. Edison Egg.

Orange, N.J.

Dear sir, I berevith enclose four information sheets regarding 25 Arbtistes that made that records for you in Budapest.

The Artistes are of the following nationalities:

22 Hungarians
2 Halfans
1 Serman
and with voices as follows:

2 Coloratura Sojrano 3 Lyric 2 Shamatic " 4 Meggo Sofrano and Contralto 2 defice Tenor 3 Samatic " 5 Baritone 3 Basso 1 Comic Single

With my kindest regards and the compliments of the Season

> Vami, Sur, Very respectfully Jours,

Thumbert I Fox:

Thomas a. Edison Esq \_ 2 Tranatic Sopramos Messo Sopranos and Contralto The artistes, to give you and idea of the range of their voices, preferred to ling several places of music of different calacter and it walk impossible followe to get the usual = scale ! I will make a short visit to the Opera" of Marseille and will pass to Barrellona for the Spanish Artistes a important for the So. America markets. With kindest regards, Jam, der, Very respectfull, Jours, Humbert F. Tosi

#### Edison General File Series 1912, Phonograph - Music Publishers (E-12-67)

This folder contains correspondence and other documents concerning the selection of music and songs. Some of the documents bear marginalla by Edison or otherwise indicate his direct involvement in the evaluation of music and songs. Included is correspondence with George Maxwell of G. Ricordi and Co. and Joseph M. Priaulx and other representatives of Charles H. Ditson and Co.

Approximately 50 percent of the documents have been selected. The unselected material consists of routine letters of transmittal, price quotes, and additional material concerning orders.



plenced if it must too mach trouble to you, to jive us the yer when the Bitcon
Phonograph was first offered to the trade. We understand this information is required for a work which is being compiled on history of the phonograph.

Thanking you in midisplants, two res

Yours very truly, G. Ricordi & Co., Acycurashney Enugging Director. Cable Althors "Edison New York"

Trom the Laboratory Thomas A. Edison, Orange/NJ sen. 15/12

Mr. Welter Hiller, 79 Fifth Ave., New York City.

Dear Mr. Miller:-

Mr. Edison asked me to look over these programmes and see whether the music was listed in Schirmer's or Ditson's catalogues. You will see that I have made remarks opposite each selection. In most of the cases they do not appear in either catalogue.

In the second catalogue, the names of operas are given, but the particular selection is not named. If . Baison wants you to sak kr. Vecsey where we can get the music of the selections we cannot find in the catalogues; also what the particular operatic selections are; whether they are published separately, and where we can get the music.

Yours very truly, Well-Meadowcroft

WHM/ES

Jan. 17th, 1912.

Hr. George Haxwell, Hanaging Director, G. Ricordi & Wo., 14 East 45rd St., Hew York City.

Dear Sir:-

Your favor of the 13th instent to the Raison Phonograph Co. has been referred to me for attention. In reply I beg to say that the earliest form of the Radson Phonograph was the type in which the record was made on a sheet of tinfoil placed around the cylinder. This was invented in the autumn of 1877, and in 1878 there were some hundreds of them reunfactured and sold. As the incendescent electric light inventions came along in 1879, hr. Edison was continuously busy thereon for some years thereafter. In 1887, however, he again resumed work on the Phonograph to put it into true commercial shape, and evolved the present type, with wax cylinder. He them commoned the regular reuntacture, and the present type was first put on the market and offered to the trade in 1888. If there is any other information I can give you on this matter, please commend me.

Mr. Edison requests me to say that he is greatly interested in music of all kinds, and just now the Italian

especially; and he would be pleased to have you send to him a complete set of such catalogues as you have for distribution, whether they are in English or other languages. Let me suggest that you address the same to me so that I may bring them to his attention.

(2)

Thenking you in advance, I am
Yours very truly,



Fourteen East Forty-third Street

January 18, 1912

Mr. W. H. Mendoweroft, Luberatory of ThomasA. Edison, Orange, H. J.

Denr Sir:

I beg to thank you for yours of the 17th inst., and for the information contained therein. Our canadeques are rather numerous, b.t 1 take planears in sending you a complete set. They are divided and sub-divided to facilitate the finding of any subject.

TELEPHONE 189 GRAMERCY

John Giorno & Company

Importing Tailors

. 116 Eust Twenty-third Street New York

FE6. 9. 1912

Thos. a. Edison Taboratory

Hentlemen\_

paparati cover a booket Statining seven heafolitan popular songs. These songs were seteeted from a musical contier held last year, and said song have won several prizes. The first song (Core nigrate) is sung by Enrico Caruso on the Jector plates h. ##334.

I wish gowwould look our these, and let me know if you have any we for them on you talking machines as the Nation to is doing.

Hoping to hear afavorable reply

88334 Core 'ngrato (Neapolitan Song) Carolli

Caruso's exquisite pioninime, and the caressing tenderness with which he sings this lovely Neapolitan song, show that never at any time in his career has the tenor heen in better voice. The Neapolitan songs which this artist has given the Victor rivid even his operatic lavorites in popularity.

John Fromo,

[ATTACHMENT/ENCLOSURE]

Meada and Them
longht of and only
of Giorno puca Center
word wice (a fee This

Feb. 15th, 1912.

Mr. John Giorno, 116 East 23rd St., Hew York City.

Dear Sir:-

Your favor of the 9th instant was received; also the booklet containing seven Hespolitan popular songs. I would like to rotain this booklet and will remit in payment of same if you will plasse advice me of the net price.

You ask me if I can use any of these congo for the phonograph, but you do not make any mention of the terms upon which you would be willing to allow me to no use them. Please let no know. I understand that the first song ("Gore 'ngrato") has already been sung by Caruso for the Victor Company. Have any of the others been nung for talking machines?

no you publish any other music? If so, will you please send me a full catalogue.

Yours very truly,

TAE/ES

2.S.-- When you reply, please put on your envelope "Por Mr. Meadoworoft"

TELEPHONE 189 GRAMERC John Ciorno & Company Importing Tailors 116 East Twentn-third Street New York Laboratory Feb. 16 th 1912 Thomas a. Edisow: Dear Linguis of 10 thinst, at handard them you for your kind courtisy of answering my tetter of 4th inst The booklet went to your on said date was a complementary out; therefore no charges for same, The first song ("Core ugrato") has already been sung by Carness for the hite &. The other six song have not been yet sing for any talking machines. the first song ("Che' uguato") you it have to ask the "Victor C" permit for vame. In regards to the terms; I'm with ing to have them the same as the Victor Co" is allowing me; which is a Royalty of two cent (02) on each record manufactured and Trusting this matter is all cleared to in and happing to do business with you. Jun Jun Juns respectfully

Feb. 19th, 1912

Mr. John Giorno, 116 East 23rd St., Now York City.

Dear Sir:-

Your favor of the 16th instant has been received and its contents noted.

I shall let you know later as to whether I can

use any of the songs which you have sent.

I thank you for the complimentary copy of the seven Respolitan songs which you so kindly nent no.

You do not wante in your letter whether or not you deal in other music and, if no, whether you have a cetalogue. Please let me know.

yours very to ly.

Iohn Ciorno & Company Importing Tailors 116 East Twenty-third Street New York FE6.20,1912, Laboratory Thomas a Edison. Dear Sir In reply to yours of 11 unst, in which you asked if of same of same of same the song that ut fresent I have no other song, that the took you have passess. Last likely in the rear future I'll have some. Jours respectfully

Mch 2/12

Schimers bound tolumes of Complete Operation compositions of the following; (Vocal Score)

15.00 Bellini - 9 Volumes Donizetti . 17 Volumes Rossini . 30 Volumes Verdi - 29 Volumen

80.00

Debon's can get them all in paper binding for about \$160.

absolutely net

Can send a lot of them Teday I remainder about middle of

need week

Warch 27th, 1912

Mr. J. H. Priaulx. 10 East 34th St.. New York City.

Dear Mr. Priaulx:-

In regard to the vocal scores of the operas that you have been sending us. I have been so busy that I have only just had time to check up the list. You will find enclosed .four pages containing a list of all the operas of Bellini. Donizetti, Rossini and Verdi, and you will find that most of thom are ticked off in pencil. These ticks indicate what I have received here. There seems to be a discrepancy between the number that I have on hand and the number covered by your bills. Did you make a list by name of the operas as they were sent to us? The first bill that we received specified the operas, but the later ones did not. Unfortunately, the time they came I was up to the ears in work and opened the packages and just simply had the books sent up to the Music Room, where they were cared for by one of our young men. When Mr. Edison went away to Florida I had them brought down to the Library, and they have been under my care since that time. Within the last two days I have been checking them up, as per the ticked-off lists herewith. I wish you would kindly have the matter investigated at your

end of the line.

Of course, we want the full list, and as you will see, there are a number that are still required, especially of Rossini's operas.

Do you not think there is a possibility of some trouble in shipment between your place and ours? I mention this on account of the two missing shipments of sheat music that were made under dates of Fobriary 17th and 21st. Those were never received here. If the package is directed to me in care of the Laboratory, it does not go to the regular receiving room, but goes to the Gate House, where there is no possibility of any confusion, as the number of packages received there is congretively small. Even if such a package were delivered to the Receiving Department of the Works, there is conversely one chance in a hundred that it would fail of being delivered to me, as their constant effort is to clear their place of all packages received.

As to the one copy of Tennhauser, you will remember that I sent you sheet music to offset this. Yours very truly,

WHILE PER

reproduced on your phonograph by your artists itheyarail, & not manufactured as Will you Kindly advise me, if your Company Consider attacked list of songs for their rear gratly oblige, Very truly yours C. Odear Elleson Lick Box 127 Practor, Minn Mr Edwar MAN.

# [ATTACHMENT/ENCLOSURE]

The Violet"	Liszt.
Lorely"	Wagner.
Lorely"	Schubert.
Dreams"The Wanderer"	-Grieg.
The Wanderer"	Cries.
A Swan" The Old Mother"	T-mann
	DI ditina
	Rubensocan-
- On a Matharfference	
"From Monte Pincio"	Grieg.
"From Monte Pincio" "Row Gently Here, My Gondolier"	Jensen.
"Ah The Torment"	Paderewski
"Ah The Torment"	MacDowell.
"The Sea"	Strauss.
"Serenade"	

Hr. J. H. Priamlx, 0/0 C. W. Ditson & Co., 10 East 24th St., Hear York City.

Dear Mr.Priaulx:-

Please have one copy of each of the following songs sent to Miss R. Mey Thompson, 4401 Fourth Ave., Brooklyn, N. Y., and charge to us, sending bill to me:

> "The Violet" - ---- Nozert "Lorely" ----- - Liszt. "Dreams" --Tagner "The Wanderer" ---- Sommbert "A Swan" =-----Grieg "The Old Hother" ------Grieg "Press Thy Chock Against Hine Own" --Jensen "Dedication" -----Schumann Brahms "Love Song" Brothoven "Adelaide" -----Rubenstein "Golden at my Feet"

(2) May 22/12

"As Hy Dear Old Hother" -- Dworkk
"I Love Thee" -- Grieg.
"You Honte Pinclo" -- Grieg.
"How Cently Here, My Condoliar" -- Jensen
"Ah The Forment" -- Padorowski
"The See" -- LacDowoll
"Soronade" -- Strauss

Yours very truly.

WHM/ES

J.M.P.

Hey 22nd, 1912

Er. C. Oscar Ellefson, Lock Box 127, Proctor, Minn.

Dear Sir:-

has been shown to me, and we are much obliged for the list of songs that you suggest. I shall have them sump for me and then decide upon their availability for our purposes, after which I will advise you.

very truly yours,

Your letter to the Edison Phonograph Co.

TAB/ES

. . . inian manage

# LIST OF OPERAS

# received from

# C. H. DITSON & COMPANY.

June 20th,-1912.

			June Boom, -1515.	
	QUANTIS	Y	ARTICLE	
	3	Copies	Aida	By Verdi
	3	Cobres	Alzira	· #
	ž	**	Aroldo	W
1	2	**	Attilla	"
	013133333333333	"	Ballo in Maschero Battglio di Lagnano	п
	1	ï,	Don Carlo	18
	ů	17	Due Fososri	π
	ä	17	Ernani	u U
	3	17	Falstaff	"
	3	17	Finto Stanislac Forza del Destino	17
	3	"	Giovanna d' Arco	11
	9	ïi	Lombardi	17
	3	17	Louisa Miller	"
	3	**	Macbeth	"
	2	11	Masnadieri	ï
	3	17	Nabucco	n
	3	"	Oberto Otello	
	2	11	Rigoletto	m .
	ŝ	11	Simon Boccanegra	"
	2	11	Traviata	"
	2	**	Trovatore	
	3	17	Vespri Siciliani	"
	2 2	,,	Il Corsaro Anna Bolena	By Donizetti
	2	17	Belisario	
	1	17	Betley	m m
	3	n	Don Pasquale	
	3	. 17	Don Sebastiano	,,
	2		Duca D'Alba Elisir D'Amore	17
	2	11	Favorita	17
	3	17	Figlia del Reggimento	"
	3	11	Linda di Chameunix	,,
	3	"	Lucia	ıı .
	3	"	Lucrezia Borgia Maria di Rohan	n
	2	ï	Roberto Devereux	"
	ñ	11	Poliuto	"
	2	17	La Regina L'Ago nell	"
	2	"	L'Ago nell	By Bellini
	2	"	Adelson E. Salvini Beatrice di Tenda	Jy Douranz
	ő		Bianca E. Fernando	m .
	ĩ	11	I Capuleti (or Romeo)	"
	2	п	Norma	"
	2	n	Pirata	"
	2	"	Puritani Sonnambula	
	2	"	Straniera	17
	- 4		Il Barbiere di Sivigli	a By Rossini
	3	11	Cenerentola	
	3	"	La Gazza Ladra	"
	2	"	Italians in Algeri	
	2	17	Il Conte Ory Moses	
	550055555001001001000000055000100	17	Semiramide	n
	3		William Tell	m .



# CHAS. H. DITSON & CO. MUSIC PUBLISHERS

DEALERS IN MUSIC, MUSIC BOOKS AND MUSICAL INSTRUMENTS

EVERYTHING IN MUSIC AND MUSICAL MERCHANDISE

NEW YORK AGENTS FOR
OLIVER DITSON CO., BOSTON
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AND OTHER WELL KNOWN MAKES

8-10-12 EAST 34TH STREET

June 27th/12.

Mr. Meadowcroft, Edison Laboratory, Orange, N.J.

Dear Sir:

We beg to inform you that we can furnish the complete Unfinished Symphony by Schubert for Small Orchestra and Piano at \$1.60 retail less } to you, postage 56.

Regarding Goldmark's Overture "Sakuntala", same will cost \$7.00 retail less 20% to you, postage about 12%. This work comes only in the foreign edition.

"Andants" from the "5th Symphony" by Beethoven, we do not know for Orchestra. Therefore we are unable to quote price.

Trusting to be favored with your order, we are,

Very truly yours,

Chas. H. Ditson & Co.

## [ATTACHMENT/ENCLOSURE]

Rubenoteins Barcarolles (set)
Mendelschm variation in I Minor
or E flat Major Griegs Ballade Of 24
Goldmarks Goldon Wedding
Dehnberts Linden Tree
Rubenotein "Melody"

GIULIO RICORDI, Pre GEORGE MAXWELL, Managing Dire

MILAN · ROME · NAPLES · PALERMO LONDON · PARIS · LEIPSIG · BUENOS -AYRES

Cable Address: "Idrocir," New York Telephone, Bryant 10 Fourteen East Forty-third Street

July 9, 1912

Lir. Thomas A. Edison, Orange, H. J.

Door Sir:

Yours of July 3, to hand. Under separate cover, we have sent you whatever music we had in stock.

Enclosed plears find invoice for same.

Kindly give better titles for the following: "Gioconda" IV atto Quest' ultimo bacio

"Tersetto, soprumo, Lesso-cop. e Unritone Tu "Gioconda" I '0

canti ngli angeli Oh cuor dono funesto

Concertato - copranon tenere, baritone, III " nezzo-coprano, basso e cori - Se lo calvi e adduci al Lido

The following are not our publications: Andrea Chemier II atto Duette seprano e tener Ecce l'altare

IV Q. Duetto Vicino n to " Loris Iparoff oggi lo Czar

Fedora II " tenore e soprano Dormivi Sognavo Isabenu NovitaIII " " soprano e baritono Pin presso al ciel

Amica Romanza Portani via Unestra Ferrarene Ventaglio abbandonato

I atto - tenere e seprane - Seprane solo only (Non la sespire la nestra casetta) "Tosca"

"Tosca" III atto - tenere e seprane )Oh delvi baci) Toner sele enly

Yours truly, G.Ricordi & Co.

MENDON CHOKY

July 10th, 1912

Messrs. Breitkopf & Hartel, 24 West 20th St., New York City.

Gentlemen:-

Please send to my assistant, W. H. Meadowcroft,
the following books and charge to me:
On Conducting, by Felix Weingertner
Ear Training, by Dr. S. Judassohn
Instrumentation, by Dr. S. Judassohn
Yours very truly,

TAE/ES

Mr. Edison:

In connection with the Contract with Greile Hannold, the Tenon, there was one song mentioned that you desired me to other.

This is the song, but you will notice that reproduction by phonograph is not permitted. See notice at bottom of title page.

July 16/12
M. Edsoir - It is one custom to make
free use 3 murical compositions publish
from to July 1. 1909 in making Neards.
July 17. 1912 light dept
July 17. 1912

Mr. Mendowcroft:

Mr. Meadowcroft:
Referring to the list of songs headed,
"SONGS FROM DITSON'S SUNG FOR HR. EDISON" (Selected from 952 songs)
would ask that you kindly send me copies of the following
numbers. I spoke to Mr. Edison about this some few days
age and he was willing that I should have them.
X AH! THIS HEART WITH JOY IS HOUNDING PALOHITA GLOVET
CHARGE OF THE LIGHT BRIDGE Glover
GOO! SAYS THE GEHTLE DOVE Levey
DREAM OF HOME Herbert
XEVER OF THEE Hall
¥ FINALROh curse me but my infant spareNORMA - Bellini
FORMOSABOAT SONG Operti
IL SOSPIRO! (The Sigh) Bassini
* L'ESTASI (Ecstasy) Arditi
LA GIARDINIERA Giorza
XLA FARFALLETTA (The Butterfly) Torry
MHORI DI PAURA IL TROVATORE Verdi
X SAY WILT THOU EVER THINK OF MEL'ELISIR D'AMORE Donizetti
SING GAILY, DANCE GALLY PALOHITA Glover
SING TO HE GOMDOLINE Phelps
THE ASRA Rubinstein
X THE BUGLER Pinsuti
* THE BLUE ALSATIAN MOUNTAINS Adams
* THE BLOOM IS ON THE RYE Bishop
THE BIRD'S REPLY West
THE BOAT WITH MY TRUE LOVE'S HAME Coe
VALZIAMO SEMPRE Strauss, Jr.
ANTONETTE Arnold
RITIERX AT THY DESIRE Ritter
BIRD OF THE WING Auguste
Mary Cold The Mary Cold &

Home salutions musked x

*BEAUTY'S EYES Tosti
CALL HE YOUR DARLING AGAIN Skelly
DI QUAI SCAVI (Why Fall My Tears) I MARTIN Donezitti
FOR YOU Smith
XFLEE AS A BIRD Dana
HARK! WHAT I TELL TO THEE Haydn
XIL BACIO Arditi
* KATHLEEN MAVOURNEEN Grouch
Y LOVE'S DREAM APTER THE BALL Czibulka
MARGARET AT THE SPINING WHEELFAUST Schubert
MANCY LEE MAKEY Adams
NO ONE TO LOVE Harvey
OF THEE I AM THINKING Strelezki
* ROSES, ROSES EVERYWHERE Trotere
X SWEET SPIRIT HEAR MY PRAYERLURLINE Wallace
XSTRIDE LA VAMPA(Upwards the flames roll)IL TROVATORE Verdi
THE SECRET Moroni
THE SWALLOW Serradell
THE SONG OF THE COQUETTE Mattei
TOREADOR, HOLA! Trotere
THE LOVER AND THE BIRD Guglielmo
VIENI, O RUGGIEROWILLIAM TELL Rossini (Come dearest Darling)
WHERE THE WATER LILIES GROW Green
WHEN FIRST ON MY BOSOM Alden
WITHIN MY CHAMBER Buck
WHERE THE BIRDS SING Hackelton
To was will have them ready I will have our

If you will have them ready I will have our messenger call for them on Saturday morning.

W. H. A. Cronkhite

10-3-12

(Copy to Mr. Edison)

NOVELLO & Co., Limited.

THE MUSICAL TIMES (LONDON). THE SCHOOL MUSIC REVIEW (LONDO MUSIC PUBLISHERS AND IMPORTERS. 21 East 17th Street,

New York

Thomas A. Edison, Esq.,

Dear Sir: -

Your favor of the 19th to hand. In reply we beg to say that we have much pleasure in giving you permission to use an enlargement of the chart which appears as a frontispiece in the book,- Orchestral Instruments and What They Do by Daniel Gregory Mason, making from twenty to twenty-five blue prints for your private use.

We would ask you to kindly print on the copies that they are copyright by us and that thet are printed for private use with our remission.

> Yours truly, MEADOW CROST THE H. W. GRAY COMPANY.

#### Edison General File Series 1912, Politics (E-12-68)

This folder contains correspondence relating to local and national politics. The selected documents pertain primarily to the presidential election of 1912 and Edison's support for Progressive Party candidate Theodore Roosevelt. Included are the results of an informal presidential preference poll conducted among workers at the West Orange laboratory.

Approximately 30 percent of the documents have been selected. The unselected material consists of announcements, unsolicited invitations and appeals for funds from political parties, and other unsolicited items with no substantive reply from Edison.

Say 455 a Friday evening he are point in newark an informae reception do Gar Bars of new Houtshis and ha Alutos of Ransas who are Comming to Opening

in fava of the nomination:

of Car. Rovewell in the

Republican Consention.

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She senerily governing the senerily town.

Character Bolis,

Ed Pers Pelitics (mg) Etty = of course it it course to street Al CaisonRosevelt, I read somewhere Were for Rasevelt & why - y-" because the is a I was telling This at a viewer does things at the Club Where the quests were Hotelin Grendergrust Masdauff & Stadard of the a note was pramptly made of you reply but Iwas asked to get the stony Confirmed - I promised Lioned do to - Sid Ok. ? yours to

### PROGRESSIVE PARTY

For Vice-President, HIRAM JOHNSON For President, THEODORE ROOSEVELT

West Orange, N. J., August 30, 1912.

TO THE CITIZENS OF WEST ORANGE:

(W)

of Contract

The PROGRESSIVE PARTY of West Orange, vigorously advocating the the candidacy of THEODORE ROOSEVELT, for President, and HIRAM JOHNSON, for Vice-President, and resenting the unfair action of the Taft Steam Roller at the Chicago Convention, extends to all citizens of the town, irrespective of former party affiliations, whether Republican, Democratic or any of the old parties, a cordial invitation to attend the birth of the new party, locally and enlist in the ranks at a

### MASS MEETING to be held at.

# HEDGES' HALL

Valley Road, opposite St. Mark's Church, Tuesday evening, 8 o'clock sharp,

# SEPTEMBER 3rd,

for the purpose of suggesting and endorsing Progressive candidates for town offices such as Mayor, Tax Collector, Town Clerk, Assessor, and a complete ticket from Constable to Councilman in each and every one o the five wards.

There is a strong sentiment for a change in our local government, and immediately upon completion of our ticket, an aggressive campaign will be waged.

### IMPORTANT

As it will be necessary for the PROGRESSIVE PARTY to nominate by petition this year, we give below some

DON'TS FOR PROGRESSIVES DON'T take part in the Committee or Convention meetings of any other party.

DON'T fail to resign from the Committee of any other party, if member of such Committee DON'T sign a petition of any candidate for office, unless it bears the name of the PROGRESSIVE

DON'T register as a member of any other party, or participate in the Primaries of any other Party this year (1912) as such action would handicap you in taking part in the PROGRESSIVE Primaries

this year (912) as such action would handical you in inaxing part as the content year (1912) as such action would handically you in the content year (1912). The content year (1912) are the content year (1912) and the part of the General Election on September 19th, September 24th, and October 22td.

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DON'T FORGET STATE on this day for the Central Election.

DON'T Jet any of the Progressive do any of the things against which you are warned.

PASS THE WORD ARGUNDS and Market 24td.

PASS THE WORD ARGUNDS and Market 24td.

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FASS ITEL WORD ARXIVE Country and the banner of the new PROGRESSIVE PARTY, kindly notify Wm. J. Smith, Chairman, West Orange, N. J. Bushless MEETINGS AT HEIDERS HALL, EVERY MONIDAY evening, 8 o'clock.

All are Welcome. Respectfully,

PROGRESSIVE COMMITTEE

THE WESTERN UNION TELEGRAPH COMPANY

THEO TO STANY PRESIDENT RECEIVED AT

> NY NEW YORK NEEDON BUT ALWATS OFFER THOMAS A EDISON

METE PARK, GRANGE, N.J..

59 NL NL 3 EX COUNT 8 "S.

WE ARE PREPARING A CAMPAIGN MAGAZINE FOR THE PROGRESSIVE PARTY AND INTEND TO DEVERT ONE PAGE TO TABLOD SENTIMENTS OF PROMINENT MEN ON "WHY I AM FOR THE PROGRESEEIVE PARTY" WOULD DEEPLY APPRICATE A CHARA-CTERISTIC TELEGRAM OR LETTER OF 50 TO 75 WORDS FROM YOU TO REACH US NOT LATER THAN WEDNESDAY MORNING.

PROGRESSIVE NAT COM JOHN M BRUCE.

434 William St. hange this works. T I am not speaking in the interest of nomen duffage, but for the party pletform in general, and would implaye the advantages to the people at laye, and ten I have read in the nothing people in particular. hew Inte Mail that Aur. Eduson embodied in that fletform. is a Inflorter of Korsinell and If your people would like to hear a brief address, and the the Progressore Party. Jam an apportunity and be given, kurdly authorized speaker for temparty, let me hum as down as possible, anolled with the hational Committee as I am fee during befleation to will have less time in actions, and would be glad of an apportunity to speak to the employees, at the Though would thick be for to an hoon hour or any assument time. engreement, very truly, a time bipre the first of October moth but we best - any day masion C. Swith. except next hunday ten 23 d.

PROGRESSIVE PARTY HEADQUARTERS,

Honorable Thomas A. Edison. Orange N.J.

180 Worthington Street,

n Street, MEN ON COOL Springfield, Sept. 21, 1913.

Dear Sir:-

We were complimented to know that you have endorsed the Progressive movement. Our club has been hoping we could get you to come to Springfield and address us. This section of New England is the center of the automobile industry of the east, the United States Armory is located here and at least one-third of our population are angaged in mechanical trade. To these men your history appeals with a peculiar force. They are interested in whatever you have to say and would appreciate if in some manner you could arrange to talk to them. We know it is something of an imposition on our part to request your presence and we also know that it may be impossible for you on account of your scientific researches or labors to give the time to anybody.

We hope if you can spare the time at all you can spare it for us. If you can come the sooner you could arrange it the better and we would be glad to suit everything to your convenience. We want you to talk on your reasons for supporting Colonel Roosevelt and whether you say much or little it will be valuable to the cause of Colonel Roosevelt and grateful to his supporters who are also your admirers.

In the event that it impossible for you to come a letter to us would be of great help and the Progressive Party Club here would treasure it.

Of course if it is possible we want you to come and a letter while valuable to us would be a poor substitute for your presence.

From a publicity standpoint the newspapers from here circulate all over Western New England, The Springfield Republican, The Springfield Union, The Springfield Daily News, The Springfield Tribune, The Springfield Homestead. Through these you could talk to an immense audience.

I doubt if any of the people in this section have ever seen you unless the few who have met you in other places. This section the mechanical portion of New England would welcome you as perhaps no other living American.

May we hope that you will be with us. The mere announcement that you are for the Roosevelt cause we are opreading broadcast as you will notice by the enclosed postal.

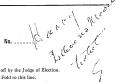
Respectfully,

Should, Sullivan

More Redison golding of Yours of Bull moose party at the primaries this year They will be nowinated by petitions of you work in the primaries this year as a Republican you cannot vote in the primaries next year for Bull mooseers of the Maries west year for Bull mooseers.

#### [ATTACHMENT/ENCLOSURE]

This Sample Ballot is an exact copy of the Ballot to be used on Primary Day. THIS BALLOT CANNOT BE VOTED.



To be torn off by the Judge of Election. Fold to this line.

# Republican Primary Ticket.

Town of West Orange.

Ward No. 2.

Election District No. 2.

September 24, 1912.

Town Clerk.

Mark a cross X in the square at the left of the name of the person for whom you wish to vote.

Favored for United States Senator	Vote for One	
FRANK O. BRIGGS		
For Member of the House of Representatives	Vote for One	
W. I. LINCOLN ADAMS	Regular Republican	
WILLIAM G. WEBSTER	Favors Progressive measures Against third term	
For Members of the General Assembly	Vote for Twelve	
HENRY F. HOLLOWAY		
COLEMAN E. KISSAM		
WILLIAM M. BEARD		
WILLIAM E. STAGG		
FRED PROUT		
THOMAS J. SMITH		
ROBERT E. MITCHELL	Regular Republican	
FRED G. STICKEL, JR.		
CHARLES G. LINNENKOHL		
MORTIMER LOWY		
EDWARD HOFFMAN		
JOSEPH STEINER		
For County Clerk	Vote for One	
J. WILLIAM HUEGEL	Republican	
JOHN B. WOOLSTON	Republican	
For County Supervisor	Vote for One	
ANDREW C. SNYDER	Regular Republican	

	Town Clerk
Mark a cross X in the square at the left of t	the name of the person for whom ote.
Favored for United States Senator	Vote for One
FRANK O. BRIGGS	
For Member of the House of Representative	s Vote for One
W. I. LINCOLN ADAMS	Regular Republican
WILLIAM G. WEBSTER	Private Progressive measures Against third term
For Members of the General Assembly	Vote for Twelve
HENRY F. HOLLOWAY	
COLEMAN E, KISSAM	-
WILLIAM M. BEARD	-
WILLIAM E. STAGG	-
FRED PROUT	-
THOMAS J. SMITH	
ROBERT E. MITCHELL	- Regular Republican
FRED G. STICKEL, JR.	
CHARLES G. LINNENKOHL	-
MORTIMER LOWY	-
EDWARD HOFFMAN	-
JOSEPH STEINER	-
For County Clerk	Vote for One
J. WILLIAM HUEGEL	Republican
JOHN B. WOOLSTON	Republican
For County Supervisor	Vote for One
ANDREW C. SNYDER	Regular Republican
For Members of the Board of Chosen Freehold	ders Vote for Three
CHRISTIAN AHNER	.1
FERDINAND ROEMMELE, JR.	Regular Republican
WILLIAM S. ROSENSTRAUCH	}
For Mayor	Vote for One
For Town Clerk	Vote for One
JOSEPH W. HANLEY	
For Town Collector	Vote for One
For Member of Board of Assessors	Vote for One
JOHN RANDALL	
JOSEPH STEVENS	
For Member of Town Council	Vote for One
JOHN J. MAGEE	
For Justice of the Peace	Vote for One
For Constable	Vote for One
For Member of County Committee	Vote for One

### [ATTACHMENT/ENCLOSURE]

This Sample Ballot is an exact copy of the Ballot to be used on Primary Day. THIS BALLOT CANNOT BE VOTED.

To be torn	off by the Judge of	Election.
	Fold to this line.	

# Democratic Primary Ticket.

Town of West Orange.

Election District No. 2.

September 24, 1912.

WILLIAM J. McFADDEN

Jupl 72 Donaugh

Mark a cross X in the square at the left of the name of the person for whom you wish to vote. Vote for One Favored for United States Senator WILLIAM HUGHES FRANK M. McDERMIT Democrat JAMES SMITH, JR. IOHN W. WESCOTT Vote for One For Member of the House of Representatives Progressive Democrat HERBERT W. KNIGHT Democrat EDWARD W. TOWNSEND Vote for Twelve For Members of the General Assembly WILLIAM E. MAGUIRE HUBERT I. ROWE CHARLES'A, NUTTING SIMON L. FISCH IOHN I, BRACKEN BENNETT H. FISHLER LAWRENCE McCABE, JR. LOUIS LEWIS JOHN A. MATTHEWS JOSEPH B. BLOOM FRANK A. FOLEY IOSEPH F. PAPSCOE DIX W. NOEL WILFRED C. ROSZEL F. G. JOHNSON TIMOTHY BARRETT L. MANCUSI-UNGARO

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WILLIAM J. McFADDEN	
ADAM J. ROSSBACH	
JAMES C. SPRIGGS	
JOHN A. KELLY	
JOSEPH MERCY	
MAURICE R. WELCH	
JACOB G. BECKER	
For County Clerk	Vote for One
GEORGE GRIMME	· Regular Democrat
JOSEPH McDONOUGH	Democrat
CLARENCE SACKETT	Progressive Democrat
For County Supervisor	Vote for One
JACOB PINKINSON	Progressive Democrat
EDWARD SCHICKHAUS	Democrat
For Members of the Board of Chosen Freel	olders Vote for Three
FREDERICK C. STECK	
EMMETT J. QUINN	Regular Democrat
JOHN H. WATERS	
NATHANIEL J. WARD	Democrat
JOSEPH A. BRADY	
CHARLES N. HART	Progressive Democrat
IRVING D. BELLES	
For Mayor	Vote for One
SAMUEL A. MUTA	
For Town Clerk	Vote for One
GEORGE W. FOSTER	
JAMES LOHMAN	
DITLOW SCHROLL, JR.	
For Town Collector	Vote for One
FRANK A, O'CONNOR	
For Member of Board of Assessors	Vote for One
CHARLES A. McCLOSKEY	
NEWELL N. SMITH	
For Member of Town Council	Vote for One
JOHN J. GILLICK	
For Justice of the Peace	Vote for One
NICHOLAS J. BELOTT	
For Constable	Vote for One
RALPH BELOTT	
RALPH BELOTT For Member of County Committee	Vote for One

No. \_\_\_\_\_

To be torn off by the Judge of Election. Fold to this line.

## Socialist Primary Ticket.

Town of West Orange.

Ward No. 2.

Election District No. 2.

Jupl 72 Dona

September 24, 1912.

Mark a cross X in the square at the left of the name of the person for whom

you wish to vote Favored for United States Senator	Vote for One
Pavolca Id. Cilina	
For Member of the House of Representatives	Vote for One
T. ALEX CAIRNS	Socialist Party Member
For Members of the General Assembly	Vote for Twelve
GUS. W. BERGER	
IOHN DENZER	Socialist Party Member
MILO C. JONES	
TIMOTHY McELIGOT	
TIMOTHY O'LEARY	
H. EMMETT PHELPS	
OTTO RUHNKE	
STEPHEN A. D. SMITH	
PERCY S. SULC	
JAMES C. TURNBULL	
ANDREW P. WITTEL	
WILLIAM HEUER	
For County Clerk	Vote for One
EDWARD L. KLUMP	Socialist Party Member
For County Supervisor	Vote for One
THOMAS H. MOORE	Socialist Party Member
For Members of the Board of Chosen Freehol	ders Vote for Three
EDWARD H. ASHTON	Socialist Party Member
JAMES B. BACHMAN	

[ATTACHMENT/ENCLOSURE]

ored for United States Senator	Vote for One
r Member of the House of Representatives	Vote for One
T. ALEX CAIRNS	Socialist Party Member
r Members of the General Assembly	Vote for Twelve
GUS. W. BERGER	,
IOHN DENZER	
MILO C. JONES	Socialist Party Member
TIMOTHY McELIGOT	
TIMOTHY O'LEARY	
H, EMMETT PHELPS	
OTTO RUHNKE	
STEPHEN A. D. SMITH	
PERCY S. SULC	1 1
JAMES C. TURNBULL	
ANDREW P. WITTEL	
WILLIAM HEUER	
or County Clerk	Vote for One
EDWARD L. KLUMP	Socialist Party Member
For County Supervisor	Vote for One
THOMAS H. MOORE	Socialist Party Member
For Members of the Board of Chosen Freehold	lers Vote for Three
EDWARD H. ASHTON	P. 75
JAMES B. BACHMAN	Socialist Party Member
JOHN T. WHERETT	
For Mayor	Vote for One
LEON HARRIS	Socialist
For Town Clerk	Vote for One
EARL DOLOFF	
For Town Collector	Vote for One
PAUL SCHOBER	
For Member of Board of Assessors .	Vote for One
FRANK MILLER	
For Member of Town Council	Vote for One
For Justice of the Peace	Vote for One
For Constable	Vote for One
	Vote for One

Mark a cross X in the square at the left of the name of the person for whom

Moderon Es. Belitico

Mill you allow Got Fort and myself,

to place your name on the ballot as a

Rosevelt elector,

Say cant do anything that

John Source of Course me to leave

Grent balloy

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PROGRESSIVE PARTY

ONV HOTEL MANHATT

Mendar Pall of

October 9th, 1912.

My dear Mr. Edison:-

As I cume away from your establishment the other day it was

evidently just at the closing hour and I saw the men swarming out of the gates. I have been wondering ever since if there was any proper way to take a poll of these men, showing how they stand on the three Presidential candidates!

Sincerely yours,

Mr. Thos. A. Edison, Valley Road, West Orange, N. J.

> Roosevelt Ivdson 3 Dels 4

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### THE RODEHEAVER COMPANY

PUBLISHERS OF "GREAT REVIVAL HYMNS" USED IN

MUSIC PUBLISHERS

14 WEST WASHINGTON STREET ME ADOW CROFT

Gund for 10/9/12 J

Mr Thomas A. Edison,

Orange . N. J.

Dear Fir: -- Having just read the splendid interview with you on the BULL MOOSE subject, we beg to hand you a sample of one of the greatest Campaing Novelties with our compliments, which is making a wonderfull hit here.

The song is easy and catchy and the men take hold of it very readily, and they certainly make a great sensation when they all waive their BANDANWAS while singing the chorus.

If it would appeal to you at all, and you would kindly recomend it in some of your demonstrations, we would be glad to make some very low prices for them.

The Additional Ver 60. Very Truly,

P. S. -- Would just mentionthat we make the Handerchief at 75¢ per doz or \$8.00 per gross.

El Pelones

### PROGRESSIVE PARTY HOTEL MANHATTAN

NEW YORK

October 9th, 1912.

My dear Mr. Edison:-

Ever since my visit with you the other day I have been meaning to write you a note and tell you how much I enjoyed it; and now, in addition to doing this, I want to tell you how much we all appreciate the splendid interview you gave the newspaper boys last Sunday. It has had wide publicity and has done a great deal of good; in fact Mr. Van Valkenburg, of the Philadelphia North American, told me to-day that he thought it had done more good than any one single thing-

With best regards, I am,

Mr. Thomas A. Edison, Valley Road, West Orange, N. J.

Edulion.

LABORATORY AND OFFICES

HENRY C. DEMMING

Nos. 15 and 17 North Third St., Hamissum, Pa., U. S. A.

Cable Address: --- Marton."

Consulting Geologies, Mineralogies and Chemies of the Commonqualth of Pennsylvania, Member Engineer's Society of Pennsylvania, Member American Chemical Society. Member National Geographic Society. Member National Geographic Society.

Member Atterious Forestry Association.
Member Atterious Forestry Association.
Member Atterious Association for the Advancement of
Science.
Member Atterious Association for Highway Improvement
Member 7th and fish International Converses of Aerola.

Harrisburg, Pa., October 19, 1912.

Hon. Thomas A. Edison.

Orange, New Jersey.

Mon

Friend Edison:

I was delighted beyond measure when I read in the daily papers your declaration in favor of Theodore Roosevelt at our next President.

You will note by the enclosed eard that I have been nominated for Congress in this Congressional district, with some prospect of election, as the Roosevelt party carried the district by a good majority last April, when the primary contest took place.

I hope to see you in Harrisburg ere long, and to have the pleasure of entertaining you while here.

By the way, have you succeeded in purifying Bismuth to the extent you desired? In a few days I intend to go to the locality in Colorado where Bismuth ore has been found in the Cometock gold mine, and I shall probably bring a number of samples with me to my laboratory here for the purpose of extracting the metal, and experimenting with it until I have Bismuth in its purest form.

Hoping you are well, and that you are not overworking your-self these strenuous days, I remain

FOR MEMBER OF
SIXTY-THIRD CONGRESS
FROM THE XYING CONGRESSIAND OF PRINCE OF PRINCESSAME.

Col. Henry C. Demming

Washington (National Progressive) Party

Faithfully yours,

Honry l. Demning

2 d will

LABORATORY AND OFFICES

HENRY C. DEMMING

Nos. 15 and 17 North Third St., HARRISTON, PA., U. S. A.

Cable Address: --" Marion."

Gensalting Geologia, Misenalogias and Cinnata of the Castractorquals for Presspiratis. Member Bingineers' Society of Presspiratis. Member American Chercinal Society. Member National Geographic Society. Member American Foresity Association. Member American Foresity Association. Member American Association for Highway Improvement of Member American Society (Member American).

Member American Humans Association.

Harrisburg, Pa., October 19 "1912.

Hon. Thomas A. Edison,

Orange, New Jersey.

Many

Friend Edison:

I was delighted beyond messure when I read in the daily papers your declaration in favor of Theodore Roosevelt at our next President.

You will note by the enclosed eard that I have been nominated for Congress in this Congressional district, with some prospect of election, as the Rossevelt party carried the district by a good majority last April, when the primary contest took place.

I hope to see you in Harrisburg ere long, and to have the pleasure of entertaining you while here.

By the way, have you succeeded in purifying Bismuth to the extent you desired? In a few days I intend to go to the locality in Colorado where Bismuth ore has been found in the Comstock gold mine, and I shall probably bring a number of samples with me to my laboratory here for the purpose of extracting the metal, and experimenting with it until I have Bismuth in its purest form.

Hoping you are well, and that you are not overworking yourself these strenuous days, I remain

Faithfully yours,

Harry lo. Demning

This may be your last chance to vote for a Veteran Union Soldier of the Great War of the Rebellion, 1861 to 1865

WM. FELLOWES MORGAN, Treasurer

## Progressive County Committee

Essex County, New Jersey

211-213 HALSEY STREET, NEWARK, N. J.

ONE BLOCK SOUTH OF MARKET ST. TELEPHONES (4256) MARKET

ARCH 11 BROOKLYN BRIDGE, NEW YORK CITY .

October 29th, 1912.

Thomas A. Edison, Esq., Llewellun Park, West Orange, N.J.

Dear Mr. Edison:

The Progressive Party is making a very act campaign in Essex County, which necessitates the expenditure of a good deal of money for printing, postage, clerk hir  $e^{i\sqrt{q}}$   $e^{iq^2}$ and the holding of meetings.

It is not easy to raise this money. A few of us have borne the greater part of the burden, contributing from \$500. to \$1500. apiece. We still need some \$3,000. to complete our work for this County. Can you help us out to the extent of \$500. or \$1,000. ?

Thanking you in advance for any assistance you

will give us, I am,

Very truly yours,

Mathellows M.

### Edison General File Series 1912. Port Huron [not selected] (E-12-69)

This folder contains unsolicited correspondence and other documents relating to Port Huron, Michigan, where Edison lived from 1854 to 1863. Included are appeals from civic and charitable organizations and letters seeking information about Edison's childhood.

### Edison General File Series 1912. Proudfoot's Commercial Agency [not selected] (E-12-70)

This folder contains commercial reports on individuals, companies, and charlable organizations. Among the documents for 1912 are reports relating to l'Alliance Française de New York, the Guardians of Liberty, and Oppenheim & Co. of New York.

### Edison General File Series 1912. Radio (E-12-71)

This folder contains correspondence and other documents relating to the technical and commercial development of wireless telegraphy or radio. Included is an exchange of telegrams between Edison and Guglielmo Marconi concerning a lecture by Marconi at the New York Electrical Society. Also included are communications by Edison and his chief engineer Miller Reese Hutchison in regard to storage batteries as a power source for wireless telegraphy.

Approximately 40 percent of the documents have been selected. The unselected items consist primarily of unsolicited requests for information or assistance from Edison. Also not selected are circular letters and other routine correspondence with the Marconi Wireless Telegraph Co. of America, including reminders regarding the renewal of notes held by Edison.

الر /

# UNITED WIRELESS TELEGRAPH CO. STOCKHOLDERS ASSOCIATION ROCHESTER. NEW YORK

March 13, 1912.

At a meeting of the stockholders association of above company held on this date it was unanimously voted that the association go on record as favoring the idea of consolidation with the Marconi Wireless Co., and that the trustees use all influence possible towards that end without undue dolay.

Also that all stockholders be immediately notified and kept thoroughly posted in all matters pertaining to such consolidation.

To date this seems to be the most common-sense and logical solution of all the trials and tribulations of the United Wiroless Telegraph Co.

Most respectfully submitted,
Reuben A. Punnett,
John Kreutwurst,
John J. Fisher,
Executive Committee.

254 Web/3284 Mel. april 6:1912 Do Mareoni hus promise to ganga talk on wireless before the Blestrical Society of which Jan Printer, m listed merday the of a find and them thereof the form of and the for from of the form of the feeting the form of the feeting. framed by my pleased for line and and home to de of Man carela brake one of g little Specify to dimmer at the Engineers Out on that every at 6 30 pm. I am obliged to make the

how they early that are
may pet away in time for
the breeting it about \$15

What of the mark of Com raint
to Jim in Obline his

John Jattmily

Thomas A. Edisine J.

Legret mability to be present at jour lecture to hight but hasten to congratulate for arthe success from beautiful mireutions à wireless telegraphy and especially upon the splendid work your system has done in saving human life in disasters at rea. g West 39. m. ct ny regret at matility to attend the Society meeting to might and congratulate him forme on the success flis beautiful inventions in wireless telegraphe and especially upon the splanded work he has done in saving those in peril on the sea 7-A.S.

Ed-Friends

Jelogram

april 18-12

Thus a Edison -

thuck appreciate your

Kind telegram. and always think

gratefully of the interest which you have

whown in my work and of the encouragement

I have derived therefrom.

· (signes)

G. marconi

Read 11.38 a.m. 4/18/1 gam

Buphann 5/18/12

Mu Edison That deduction re. superiority of battery to Synamo for Wirkssis cretainly good logic and and doubtless appeal to the Wirkss

proper. I am taking it who with their

Will have a comparation that madely a Rox. Station, Esism Batting rusus synam. Stulch.

you suggested some at the window people May lave tous coils There is 2 Cos that busted - better inguing might be able to pick upl 2 01 3 cheap Dout buy just enquing

### Edison General File Series 1912. Real Estate (E-12-72)

This folder contains correspondence and other documents relating to Edison's real estate holdings. Also included are unsolicited letters offering to sell land or construction services. A sample of these letters, bearing Edison's reply in the form of marginalia, has been selected. Among the correspondents for 1912 are Delos Holden of the Legal Department and Talbot Root, chairman of the Fire Committee in Glen Ridge, New Jersey.

Approximately 10 percent of the documents have been selected.

property

You should also be prepared to state how much of the land is leased and what is obtained for it. I find that it lease covers about 30 acres, a part of which is in Belleville, and brought \$350 last year. Assuming that seventeen acres are

HFM

2.

Jan. 10, 1912

in Bloomfield, which is the amount which we are assessed on the tract north of the railroad, the rental is about \$300. for the portion in Bloomfield; also that the Bloomfield property contains two dilapidated houses upon which no insurance is carried, and for which we get no rental other than the \$300. just mentioned.

You can also testify as to the payment of the taxes for the years 1906 to 1910 inclusive, the original vouchers being in Mr. McCarter's possession.

I think it would be well for you to be at Mr. McGarter's office a little head of the hearing, and would suggest that you make an appointment with him by telephone. G. W. McGarter as the name, his office being in the Prudential Building, with McGarter & English.

Very truly yours,

DH-MJL

Silver Sola

LEGAL DEPARTMENT

THOMAS A.EDISON
NATIONAL PHONOGRAPH CO.
EDISON BUBINESS PHONOGR
EDISON MANUFACTURING CO.
EDISON BY ANNUFACTURING CO.
EDISON BY ANNUFACTURING CO.
EDISON BY ANNUFACTURING CO.

Cable Address "EDLEGAL" GRANGE

FRANK L. DYER
DELOS HOLDEN
HERBERT H. DYRE
DYER SHITH
WARREN H. SMALL
FRED'N BACHHANN
HENRY LANAHAN
COUNEY

ORANGE.N.J. Jan. 15, 1912

Harry F. Miller, Esq., Laboratory.

Dear Sir:

I return herewith the vouchers for the payment of taxes on Mr. Edison's Silver Lake property at Bloomfield for the years 1906, 1907, 1908, 1909 and 1910. I will retain the bills for 1911 till the question of reduction of assessment has been

Very truly yours,
Belos Holden

determined.

DH-MJL
enclosures

SHCIOSUICE

JOHN .E. HELM

HELM & KNIGHT

Newark, N. J., January (W2nd, 1912.

Dear Mr. Wilson: -

In reference to the Silver take property, Mr. Dyke informs me that Mr. Edison says he is always open for an

As I told you there is an inquiry for this property and I wish you would have sen's to me data showing the extent of it. If you have a map or sketch or blue print, I should be very glad to have the use of it and will return it to you.

I hope you will be able to get this in my hands in the near future, and with kind regards, I am,

HWK-HD

offer.

Mirledison Shall I give them a blue firms of property as

Silver Lake ?

awzir

Thomas A.Edison, Menlo.N.J.

Dear Sir:-

I take this opportunity to address you believing I have something of great importance to interest you. I have been an explorer, or prospector, for the past twenty-six years, and in my travels I have come in contact with a most wonderful cave. When properly developed this cave will equal, if not surpass, the famous Mamoth Cave: of Kentucky. The point I wish to make is this, the cave, at its entrance, has a room, or what is commonly called an auditorium, that would seat from 5,000 to 10,000 people; it is some two hundred feet to the roof; the accustics for recording sound are perfect; man cannot build or imitates its equal, and this is the point to command your attention. There is a natural stage for acting; there is a water power within the cave that would develop power for lighting same, say 20 to 30 H.P. If artificial light can be used for making moving pictures, there is no place in history discovered that would be so desirable for producing picture plays and recording voices or music sounds. This cave can be secured at a small royalty on pictures and records produced. The hills, near to the cave, are equal to those of the New England states; rivers, brooks, springs, rocks, trees, all that go to make a picture beautiful.

I have an option on 4361 acres of this land near the cave that I can sell at \$4.00 per acre. It is one of the most desirable tracts to be used as a picture making preserve that can be found in America.

If this interests you and you desire other information, I will gladly respond to your wishes. Please favor me with a reply and oblige,

L. C. Bailey

C. BAILEY.

### [ATTACHMENT/ENCLOSURE]

An ideal tract for a picture making preserve, or stock ranche, consisting of 4361 acres of unimproved lands on the south side of river.thirteen miles above . Pretty well timbered. saw pine and tie cak; in fact, the timber is worth the price of the land. Well watered; one very large spring, a number of smaller ones, two small creeks river on back side in part. Open wood with luxuriant grass. Mainly secluded, broken hill country in its wild state, yet fronting in part on the south side on a public road. The best body of land of this size for a game preserve or stock ranche now available river country. Or it would be a sure winner simply as an investment. One could make the timber pay it out, and so have the land left. Then after a few years the present growth of young timber would be ready for market. Or just let it lie untouched and it will double in value in five years. One of these times a rail road will pull within a mile of it. Mark the prediction. Then a lot of fellows will be regretting that they did not buy this very tract. Within a few miles of railroad. Within 50 minutes of town of 32,000. Small towns near by; open winters; best of climate; has plenty of good fruit land; near to cave; can sell this land at \$4.00 per acre for picture preserve; perfect title,

J.G.WHITE & COMPANY, LIMITED B CLOAK LANE, LONDON, E.C. BUILDING CONSTRUCTION CO.LTD. (A COCKSPUR ST. LONDON, S.W. J. G. WHITE & COMPANY

ENGINEERS CONTRACTORS
43-49 EXCHANGE PLACE.
NEW YORK, N.Y.

CABLE ADDRESS HITEMOTH, NEW YORK

Jume 5, 1912.

Mr. THOMAS A. EDISON, Llowellyn Park, Orange, N. J.

Sometime ago my father, ir. William Stanley, of Great Barrington, or some other members of my family, understood from your son Charley that you were looking for a good cement property.

A friend of mine owns such a property, favorably loosted, and if it is agreeable to you to make an appointment, I should like to call on you, at your convenience, to present the matter.

Very truly yours,

Harold Stanley

HS:WBS

52 Broadway, New York City. June 6, 1912. \_\_\_\_191

Thomas A.Edison, Esq.,

Orange, N.J.

Dear Sir:-

You are the owner of the land and plant of field Avenue, Glen Ridge. It would seem that you have sufficien frontage on Bloomfield Ave. that you could dispose of 75 or even 100 feet, without affecting the plant or an entrance thereto. My object in writing is one of public benefit to the Borough of Glen Ridge.

The Fire Department now occupy (under a lease) the building and land on Herman Street, which land runs back to your side line. The buildings are totally inadequate and we are greatly cramped for room to house our various apparatus. We can purchase the buildings and land at a reasonable figure, but it would not meet the requirements without enlarging, which would not only be very expensive, but even then could not possibly be satisfactory for future needs, because the frontage is too narrow. It occurred to me that if I wrote you the facts of

the situation, you might, if you felt inclined, sell some of your land, and at such a figure that the Borough might be able to purchase; in such event, that would of course, mean the erecting of a suitable building thereon. We fully realize the importance of keeping the taxes down, and also the great necessity for the proper housing of the Department, which branch, if properly equipped and run, means much as to fire insurance risks, and premiums for the citizens and owners.

If we can show our taxpayers that we can accomplish

OFFICE OF THE
MAYOR AND COUNCIL
HOROUGH OF GLEN RIDGE
STATE OF NEW JERSHY.

GLEN RIDGE, N. J.,

.191

Thomas A.Edison #2

this at a reasonable cost, we may be able to have their sanction; hence, being a public spirited citizen yourself, as well as a taxpayer, you can appreciate my going into particulars.

I am,

Very truly,

Chairman of Fire Committee.

52 Broadway, New York City. GLEN RIDGE N.J... June 25, 1912

101



Orange, N.J.

Dear Sir: -

In reply to yours of the 6th, written by Mr. O.A.Meister, your Assistant Secretary, as per your direction regarding the purchase of some Glen Widge property, I have communicated with Mr. Howard B.Davis, a local real estate man of Bloomield, N.J., and he writes as follows:-

That he has sold no property near the point mentioned, nor has he heard of any being sold. Not long ago he sold a tract on the Easterly side of Blocafield Ave., south of Orange Street for \$3000. This plot was 100 feet front with an average depth of more than 400 feet. This plot is below the street grade, and required a good deal of fill. He states that there is a small plot near it that is up to the street grade which can be purchased for \$40. per front foot. Neither of these parcels, however, are as good as your land.

In the immediate neighborhood, just north of Bloomfield Center, he has sold lots with a depth of 100 feet for \$75. per front foot, and north of Clark St. on Bloomfield Ave. a client of his holds an option for 100 feet front for \$40. per foot. The property runs back to the railroad and has a depth of over 400 feet.

He writes that the plot I wrote him of, according to the map appears to be 150 feet on Rhoomfield Ave. line with an average depth of 160 to 185 feet, and thinks if it was sold in conjunction with the factory property in the rear for

191

Thos. A.Edison #2

\$75. per front foot, it would be somewhere in the neighborhood of its value.

You will note that the 875. per front foot takes in the factory property which faces on Helleville Ave. The depth from Bloomfield Ave. to Belleville Ave., I do not think the Borough could afford to purchase at any such figure. I think we could get along for the purpose as I wrote you in my former letter, for the Fire Department service, with, say, 75 or 100 feet frontage, and say to 200 feet in depth.

The piece of property that Mr. Davis mentions off of Clark St., 100 x 400 feet at \$40. per front foot, is not a great distance from Bloomfield Center and but a short distance from what is known as the Green, and there are very many buildings on this part of Bloomfield Ave.

It occurred to me that as you have a large frontage, something like 170 feet, and a great depth, over 500 feet, running through to Belleville Ave., that you might be willing to sell a portion of it. As a business proposition or as a residential piece, I do not consider it of great value.

I think the property is worth \$40, per front foot, and personally should be very glad to take up the matter with my fellow-councilmen, if terms could be agreed upon with you, and the Council were satisfied that it was for the best interest of the Borough to purchase the same for the purpose as already mentioned. Thanking you in advance, I am,

Kindly let me hear from you.

Yours very truly, Salbet Roof.

Chairman of Fire Committee

MAYOR AND COUNCIL
HOROUGH OF GLEN HIDGE
France New Jessey

anoMrg

52 Brondway, Hew York City, GLEN RIDGE, N. J., Dec. 20, 1912, 19

Day that an compelled to hald The force

Thos. A.Edison, Esq.,

ornige, II.J. I finanche exerce to

Dear Sir:-

Some time an the latter part of June lieuw?

ing the property you om on Floorield No., running through to Relleville Ave. Olan Ridge, H.J.; raying you through to Relleville Ave. Olan Ridge, H.J.; raying you that that time a memoranium of the function as placed thereon by one Howard B.Rayis of Bloomfield.

thereon by one Howard B.Davis of Bleomfield ... Ce - What I should life to know, if agreeable

to you is you would care to sell a part or the whole of this property, and what figures you place upon the same. I have no denire to get your figures owner than for the purpose, if a purchase could be made, for the use of this land for Fire Dept. and Police Department warroaces.

Yours very truly,

Jubor Roof

TR/CF

Chairman of Fire Cormittee.

### Edison General File Series 1912. Receipts [not selected] (E-12-73)

This folder contains receipts for payments made by Edison to members of his family and others. Included are receipts for his daughter Marion Edison Oeser and daughter-in-law Beatrice Heyzer Edison. Also included are receipts for Nellie Edison Poyer, Sarah F. Stilwell, and Nancy Elizabeth (Lizzie) Wadsworth.

### Edison General File Series 1912. Religion and Spiritualism [not selected] (E-12-74)

This folder contains unsolicited correspondence and other documents regarding Edison's opinions and widely publicized statements about immortality, theology, superstition, and related subjects. None of the letters received a substantive reply from Edison.

### Edison General File Series 1912. Secretary [not selected] (E-12-75)

This folder contains letters of transmittal and acknowledgment, uncollicted correspondence, documents concerning the whereabouts of other uncollicted correspondence, documents on the trouble in terms relating to the duties of Edison's private secretary, Harry F. Miller, and his personal assistant, William H. Meadowcroft.

### Edison General File Series 1912. Stock and Bond Offerings [not selected] (E-12-76)

This folder contains unsolicited correspondence, prospectuses, and other routine documents relating to the purchase of stocks and bonds.

### Edison General File Series 1912. Tasimeter (E-12-77)

This folder contains two documents relating to Edison's tasimeter. Included is a letter from F. Hess of Pascagoula, Mississippi, who met Edison at Rawlins, Wyomling, in July 1878, when he used the tasimeter to measure the heat of the sun's corona during an eclipse.

Both documents have been selected.

Meulo Park. M.J. My dear Sir. You, no doubt, remember the total eclipse of the sun of July 29. 1879 at Kawlins, Mgs., where Shad the honor and great pleasur of meeting you? and where me made some observations also on the difference of solar ladiation ferre differen parts of the sun, with a little instrument you had invented for that purpose, which you called "tasimeter". The teeth of my recent reference to this fact is now questioned in certain quarters, and I now begleave to ask you face live directly from you, simply verifying the abore statement. With cordial genting Very truly your

Bogalusa da Marchal a balison Saboratory.

Gentlemen Orange

Gentlemen Grange

I Mr. It. a balism invented

a, Microtasimeter "I have
norten to Sientific American,
and blevired ingener for deswiptim neither me verms to have heard of same ble of need
semething men surrier than
the parameter of Bayri
and Branner I would be
very glad if you would
by one know where.

I can present an instrument and the description of privited thereof. Thanking you in advance for your kindness. I am Yours

> Vd. Magmann Inginer

Addr.

Mb. lod. Nagrmenn 817 Av C. Bogaluss Sc. am 22,1878 La.

### Edison General File Series 1912, Telegraph (E-12-78)

This folder contains correspondence and other documents relating to telegraphy. Included are letters seeking Edison's opinions about technological developments and his advice on technical matters, along with items regarding his subscriptions to telegraphic services. Among the documents for 1912 are numerous letters to and from Edison's attorney Frederick J. Stone pertaining to the protracted litigation against Jay Gould and the Atlantic & Pacific Telegraph Co., which was initiated during the 1870s by Edison, George Harrington, and Josiah C. Reiff. (Related material for 1911 and 1913 can be found in the "Legal-Litigation" folders in the Edison General File Series.) Also included is correspondence with Newcomb Cartton, vice president of Western Union, concerning the use of phonographs in telegraphic operations.

Approximately 70 percent of the documents have been selected. The decleted material consists primarily of circulars, letters of transmittal and acknowledgment, and unsolicited correspondence seeking advice or information. Some of the items bear perfunctory replies, written by Edison in the form of marginalia. Porm M (elegraph

## The Western Union Telegraph Company

MANAGER'S OFFICE

(mo)/18/12

Newark, N. J., Jan. 15th, 1912.

Mr. Harry Miller. I hank the Defence Cable Series at Mestorage N. J. recordly warmed for the Well Color West Orange, N. J. on beneat for the track and the

Dear Harry:- Quite Harry:- The Western Union Relegraph Company in- Total augurated what is known as a "Deforred Gable Service" on January lat, which enables patrons to transmit see agas to london and liverpool at one hair the regular rates.

The idea is to make use of the wires during the hours when general business is suspended, but any such message filled will be delivered within twenty four hours from the time of its receipt at any western Union office.

If it is found that a delay beyond twenty four hours is apparent, the Deferred Message will be sent through with the full paid business without extra expense to the sender.

a financial point of riew, for the general public, and I would like to here you ask Mr. Salson if he will give the Western Union his personal opinion regarding the new departure.

Any stipulation you place upon the use of his letter will be faithfully adhered to.

You might use the conversation we had this afternoon in order to get this for me and at the same time give him my "73's".

With kindest regards to you, I am,

Sincerely yours,

Mildered Manual of Mariants in Grand Buffy Marian Court of Marian Western Marian grand of Holm Ewers of Diffy



The Western Union Telegraph Company announces the inauguration of the following new classes of Cable Service, at a reduction of from 50 to 80 per cent; these being in addition to its "Fast Regular Cable Service" at standard rates:

1 - "Cable Letters"

2 - "Week End Cable Letters"

3 - "Deferred Service"

 "CABLE LETTERS" in plain English language may be filed at any hour, to be forwarded to reach London or Liberpool in time for delivery on the morning of the second day after filing. The rate for this service is \$1.50 for 20 words, with 30% added for each additional 5 words plus the local tolegraph toils to New York.

 "WHEK END CABLE LETTERS" in plain English language may be filed at any hour up to midnight on Saturday to reach London or Liverpool in time for delivery on the following Tuesday morning. The rate for this service is \$1.50 for 30 words with 25¢ added for each additional 5 words plus the local telegraph tolls to New York.

"CARLE LETTERS" and "WHEN END CARLE LETTERS" deathned to putted outside of London and Liverpoot, will be delivered by mail, without extra charge for retage, unless telegraphic delivery is desired and indied for perfect these of filing in which latter retains and the fifty per word for telegraph transmission (with a minimum of 12 words including address and signature) will apply an applied to the perfect the union traiffs beyond London will apply, in addition to the cable tolls quoted. "CARLE LETTERS" and "WHEN END CARLE LETTERS" taking mail delivery to points outside London or Liverpool will be mailed so as to reach destination, as nearly as possible on the second day after filing.

#### DEFERRED SERVICE AT HALF RATES.

3. The "DEFERRED SERVICE" requirements are that messages must be written in plain English, or French, or other language of the country of origin or destination, and the sender must declare which of these languages is used, by writing the letters LCF, LCO or LCD before the address, according to his declaration, paying the charges for one word, this being a European Government stipulation.

The message must have at least one text word; the address may be a registered Cable Address; house and street numbers, if given, may be expressed in figures. The text or body of the message must be written in plain language, without figures, commercial marks groups of letters, or abbreviations or mutilations, and all number except in the address, must be written in words. Genuine words, with not more than fifteen letters will be charged as single words. The address are supplied in the transmission of part of the properties of th

The "Deferred Service" at half rates is in effect, at present only, to the following named countries and places:

Great Britain) Bathurst in Labuan Island and Ireland) British Africa) Northern Nigeria Germany British No. Borneo Southern Nigeria France Ceylon Perim Island Algeria Cocos Island Somaliland Tunis So.African Union Cyprus Portugal East Africa Straits Settlements Sierre Leone Uganda Malay Station Southern Rhodesia Gold Coast Zanzibar Aden in Arabia India Ascension Island Burma

Prompt attention will be given all requests as to rates, etc., at any Western Union office, or we will be pleased to send a representative to fully explain the service, if desired.

Very respectfully,

Manager.

(mo4/19 way of intraduction, two years ago while passing through Salannah on your return home In the few mainutes we had I realled the fact of my working in Mashington which you did. It seems hard lines to put temptetion in your way when you have come so far to avoid it, but my excuse is that passedly it will be of such small intuit that it will not detract from your pleasures. my silence has robbed me of several gold things and whether the following I is practical as not din going to get rid of it. automatic telegraphy - If the records ar cylender are not too expenser see Ono reason why you the principle of the

### THE WESTERN UNION TELEGRAPH COMPANY

### COMMERCIAL DEPARTMENT

Verforate the paper transmit it at a high rate of speed over the wire and record the bound on a Cylinder. But the cylinder ento a Ogear machine, quage the speed A 35 or 45 works a minute, place a receiver on an aperator and let him copy from the sound produced from the lylender. The Postalo system of recurry hom a perforated take un though a transmitte was suggested by me 15 years ago. In my sumple may I believe the only Stracle is the cast of the Cylinder or record. Tive the colia a few thinks and Maybe you can put another leaf ordused tree. Soping you may be spared to njoy many more Eister days Jampour very truly of a. Ochus.

May 8th 1912.

Dear Hr. Dyer:-

There is nothing new to report apropos of the two appeals (consolidated and to be heard as one and upon one record) in the United States Supreme Court; as it looks now, the appeals will not be reached for argument before a year from next Fall and we will not be called upon to print, or furnish printed copies of, the record on appeal for probably a year to come; I am sorry that the calendars of the Court are so concested.

I met Mr. Taggart, the general counsel of the Western Union Telegraph Company, the other day and had a rather informal talk with him, shigh net result of which leads me to think that perhaps I may be able sometime to reach a compromise upon some equitable basis amicably out of Court, - but this is almost top good to be true.

As to the Reiff estate, there is little, if any, change and nothing to report except that the Surregate has approved the proposed settlement between the administrators and Dray, librara & Company, of which I advised you and to which you and ir. Edison, as well as all the other large creditors gave approval; the effect of this settlement is to reduce Colonal Reiff's estate's indebtodness about \$140,000er \$150,000er of thereabouts.

While, of course, as you know, Mr. Edisch is not indebted to me for professional services, nor will be be unless there is a recovery and then only for a fee contingent upon the recovery, nevertheless, in view of my accident and illness consequent thereupon and my conts illness in South America, and some other unforcesses events, do you think Mr. Edison would be willing to lean me, upon my demand note,

-over-

with interest, say \$500, or \$1,000, and, if so, would you be willing to ask him if he would do me this favor?

I was laid up at home for some six weeks with a crushed ankle and my son has been ill, in South America, with yellow fever, and I have had to face some other unforeseen accidents and misfortunes the net result of which is to embarrads me more or less and without fault on my part. I know that I have no right to ask Mr. Edison to advance me, or to propay a contingent fee, although I fully expect to not only darm a good fee in the matter of the Reiff estate, but a very handsome fee in the appeals pending in the United States Suprema Court at Washington.

I know that you feel personally kind towards me and I would feel greatly indebted to you if you could and would ask and induce Mr. Edison to do me the favor of louning me on my note \$500. or \$1000.

I am just perfecting an appeal in the New York State Supreme Court, Appellate Division, involving an accounting of over one million dellare, but that will probably not be heard before the Fall, if as soon; and I have a lot of other business, which is also equally in arrears, and unsatisfactory largely on account of my illness.

I remain, dear sir,

Frank L.Dyer, Beq.,

Orange, N.J.

COUNSELLOR-AT-LAW May, 9, 1912, mustil 33 BROADWAY, NEW YORK. DEar hu Miller 3 -Lake this afternoon, Inceived a letter from her Walker informing me that the Dyen has pailed you Emple feetenday to to game 6 weeks. Inictre capy of a which Explai itself,and, in this absence, Lan to ansif you writing for the Dilling 1000 m don nu \*500 00 and, if so, would you was be uselfue from. course. Mr Edison day not me key thing not will mule that altimated I will Earn a and a very hand tome bending ax Washington appeals in the US Supreme Court, Jave

On January 125 Jans, I frame twee the gich of my right box and Iwas confined to the home and muchle by to any Court and you several weeks; and raturally all my affice was is now haching and to most and Education Them, too, my med Garaging for has been mutil takes ill with fellow Frence in South america, and Shave had to force me lever wall proble ramogene y therefore, you thing, as loo, that eth Edilon mitte a would aid a help me and a tittle (but without the It) when the without he had not era matter of the mes, to many I want for affer an him to you with being how -) and him am of thing left show him him the total fire ) and him

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## [ATTACHMENT/ENCLOSURE]

The other day a Taggert was
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Storage Tilling the breet I am
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out mouths note,

33 BROADWAY, NEW YORK.

Orange, N.J.

May 13,1912.

Dear Mr. Miller:-

I have your letter of the 11th in reply to mine of the

Please find enclosed my note for four months, For 9th inst. dated May 14th, 1912, and payable at Knickerbocker Trust Company me Mr. Edison's with interest, for the amount of which, please mail check and greatly oblige,

P.S.

Mr. Taggart's statement, belittling our chance of winning in the U.S.Supreme Court, would be amusing if it were not ridiculous. Of course we are not certain to win; we have a difficult and a very technical case but on the real merits, divesting the case from technicalities, we ought to win out.

If Mr. Taggart is sincere in his statement to Mr. Edison, I wonder why he has repeatedly told me that he would advise his clients to pay us the "nuisance value of the litigation".

I think and I have always thought, although Colonel Reiff did not agree with me fully in regard to a compromise, that the case ought to be settled, if possible, upon some equitable basis amicably out of Court, and Judge Parker and I both hope that some compromise may be yet effected upon some equitable basis.

felia.

# THE WESTERN UNION TELEGRAPH COMPANY

195 BROADWAY

NEWCOMB CARLTON-

NEW YORK May 22nd, 1912.

00EN

Dear Mr. Edison:

On my return from the Pacific const I find an interesting report from ir. Yorke on the results of a test of the application of the phonograph to telegraphic operation.

You are no doubt aware of the result of the test and of the semewhat unsatisfactory character of the eignels. This fault may have been due to several causes, all of which may be corrected in time. To have, however, about come to the conclusion that receiving telegraphic signals on wax cylinders is open to many objections. This development seems to us less promising then the improvement of the tage machines and the general printing telegraph developments to which we are bending our energies.

We believe that the ultimate solution of the operating problem of the telegraph lies in the use of tape or printing apparatus.

Our representative was much impressed by your rectifier which we understand will soon be ready for the market. We have use for these and will be glad to be advised when they are ready for sele.

If in the test which was recently made of your telegraphic apparatus there seemed to be any lack of completeness or of

MEADOW CROFT.

My DEar Wo C buin, = I asked for a mi

T.A.Edison--2.

appreciation on our part I would be gled if you will frankly let me have your point of view, since we are most anxious to forge chead and we are very glad to consider any suggestions in the line of improving the present methods of apparatus.

I have written at some length so that you might understand our point of view and our opinion with respect to the future development of telegraphic apparetus. This opinion may not be on all fours with your own, but if it will accomplish nothing more I hope it will at least draw from you are expression as to your views of the ultimate type of telegraphic apparatus.

Yours very truly,

vice President

T. A. Edison, Esq., Llowellyn Park, N. J.

MEADOW CROFT.

My Dear Wo Charlton -The redifier has no relarket meget the Postal or Wilmon, it is ough a neat Thing I beenth it ahoust be utilized, go ahead or whe it, of its good for set your own prince I don't want much -Hose have reconsidered and oregarding the detailing of a man to the Labordory I would a near to work up or colome of out up a rough apparation to almost the a future out of send on second 1000 accorde hundred welles of every at a speed of 300 or 1/100 coprede ce neverte it was this, or something like it, I consted to get in Commercial shape, your money was love a day or tern & hove surer Quen hum sense, valuable moralions require I am ovuloaded with.

## THE WESTERN UNION TELEGRAPH COMPANY

195 BROADWAY

NEWCOMB CARLTON VICE PRESIDENT

New York May 28th, 1912.

formshed Athern several

Dear Mr. Edison:

Realifiers Months and, I for your Thank you for your letter of Many 25th. It had not

ovidently misunderstood your ideal and our representative only want to your laboratory for the purpose of imperials and operation that the been done. I note that you present to let the matter rest until fell, which will be entirely agreed to us since it where the course of the cour

If you rectified is now ready we will be very riessed to put it in service and apply you along the lines of your suggestion.

Yours very truly

Wice President. Zem

Thomas A. Edison, Esq.,

Llewellyn Park, N.J.

Ž,

PRESIDENT'S OFFICE Memorandum

2211

September 23, 1912.

Mr. Edison:

Referring to the attached memorandum, I called up Mr. Stone, who has charge of the suit against Gould, and he tells me that the report in question is entirely false and that the case comes up for argument on November 11th.

FLD/IWW

F. L. D.

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36-YEAR-OLD SUIT GIVEN UP.
Wisned Estant Only One of Original Parties still Alive.
WASHINDTON, Stepl. 18.—After taking thirty-tsk years to wond its way through the lower courts to the Stepler of the United Octombia and Thomas A. Edition of New Years, against the Atlan

10 mg - Cet 5, 1912 Of Ear Tun hiller; -Please Kindle hand the Endrand letter to Mr Edison, and Tell him that bath Judge Parker a I are working Land upon am Brief in apposition to laggaits Justin to Visiones am appeals, This heatin is Let ( as journed) by Thip - alatin for horamen It Shave been ill or Elec Iwaldhave her aut a game to orange to see her Edison before the Harteffyor

Sunday Evening 5 por 14, 1912 a) En hu hiller 3 000 Phene show Doper.

11. h. -2 11/24/1912 that I in corporated Judge Hazel's apinion-(Rep. th) in the Petition me made it a park thereof him To the when I verified the terse, Succinet & fueits In will notice that hash Judge Packer and Judge Waln The certified that the Petotone was true as to

Ktope, 11/24/191of the US Supreme Court who much have received e the adout chipping and you will are true that have have fold am poly a new time - (a west ahead. I speed to frame the my petaty day at the Thinkan

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PARKER, HATCH & SHEEHAN
BANKERS TRUST COMPANY BUILDING

WALL STREET

DEC - 4 1912

December 3, 1912.

LLTON B. PARKER COWARD W. HATCH VILLIAM F. SHEEHAN CHARLES H. WERNER

I NEW YO

Thomas A. Edison, Esq., Orange, N. J. Dear Mr. Edison:

Please find enclosed a reply brief which was drafted in reply to Mr. Taggart's brief in opposition to our motion for a writ of certiorari. I think it conclusively answers the three points upon which Mr. Taggart relies and as to which the Circuit Court of Appeals were minled. You have aiready seen our brief in opposition to the motions to dismiss that you will be equally satisfied with this reply brief.

I attended the Supreme Court at Washington and when the two motions to dismises were called I answered that we had filled a brief in opposition thereto and also a brief identical, except as to title, in support of a motion for a writ of certiformi directed to the United States Circuit Court of Appeals to review all the proceedings in the States Circuit Court of Appeals to review all the proceedings in the corally that Judge Wallace and my associate, Judge Parkor, had both certified over their own signatures that the petition was true as to fact and sound and correct in law. I also added that I believed there was a valid preliminery objection to the two motions to dismiss, namely, a stipulation signed by the moving parties consenting that our two appeals be consolidated and heard as one before the Supreme Court of the interest the Chief Justice and he asked me if that stipulation were printed, to which I replied that it was not only printed but set forth in full on the last page of the appendix to our leading brief.

In view of the irreconcilable differences between Judge Hazel's opinion and the opinion of the United States Circuit Court of Appeals no one can tell what will happen, but I am satisfied that we have not only done everything that was humanly possible, but that we shall have a full and the court of the c

If not too much trouble will you kindly let me know what you think of our reply brief and especially of the first paragraph.

With kind regards, I am,

Verstruit yours, Johns Home 33 Brown Ly

· cont

### [ATTACHMENT/ENCLOSURE]

## Supreme Court of the United States,

OCTOBER TERM, 1912.

No. 410.

GEORGE HARRINGTON and Thomas A. Edison and Daniel T. Reiff and Philip S. Hill, as Administrators of the Goods and Chattels of Joshah C. Reiff, deceased, Complainants and Appellants,

THE ATLANTIC AND PAGIFIC TELEGRAPH COMPANY and Gorge
J. Gould, Edwin Gould, Heles M. Gould and Hovard Gould, as
Excenters and Trustees under the Last Will and Testament of Jay
Gould, deceased, Defendants and Respondents.

Appeal from the Circuit Court of the United States for the Southern District of New York.

GEORGE HARRINGTON and Thomas A. Edison and Daniel T. Reiff and Philip S. Hill, as Administrators of the Goods and Chattels of Joslah C. Reiff, deceased. Complainants and Appellants,

THE ATLANTIC AND PACIFIC TELEGRAPH COMPANY and George
J. Gould, Edwin Gould, Helea M. Gould and Howard Gould, as
Exceeders and Trustees under the Last Will and Testament of Jay
Gould, decembed, Defendants and Respondents.

Appeal from the Circuit Court of Appeals of the United States for the Second Circuit.

REPLY BRIEF FOR CLAIMANTS, APPELLANTS AND PETITIONERS.

PREDERICK J. STONE, Attorney and Solicitor for Complainants-Appellants and Petitioners

ALTON B. PARKER, FREDERICK J. STONE, THEODOR MEGAARDEN, Of Counsel.

## [ATTACHMENT/ENCLOSURE]

## Supreme Court of the United States,

OCTOBER TERM, 1912.

No. 410.

George Harrington and Thomas A. Edison and Daniel T. Reiff and Philip S. Hill, as Administrators of the Gostand Chattels of Josiah C. Reiff, deceased, .

Complainants and Appellants,

#### against

THE ATLANTIC AND PACIFIC TELEBRAPH COMPANY and George J. Gould, Edwin Gould, Helen M. Gould and Howard Gould, as Executors and Trustees under the Last Will and Testament of Juy Gould, deceased, Defendants and Respondents.

Appeal from the Circuit Court of the United States for the Southern District of New York.

#### No. 409.

George Harrington and Thomas A. Edison and Daniel T. Reiff and Philip S. Hill, as Administrators of the Goods and Chattels of Josiah C. Reiff, deceased,

#### Complainants and Appellants,

#### gainst

THE ATIANTIC AND PACIFIC TELEGRAPH COMPANY and George J. Gould, Edwin Gould, Helen M. Gould and Howard Gould, as Executors and Trustees under the Last Will and Testament of Jay Gould, decrased.

Defendants and Respondents.

Appeal from the Circuit Court of Appeals of the United States for the Second Circuit.

## REPLY BRIEF FOR CLAIMANTS, AP-

The reply brief for the defoulants does not deal with the case shown by the record, either as to the plendings or the earth of the transfer the earth of the control of the latter of th

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to the character of the Bill, as to the precluses of a question of outries, no to the exts of the defendant Lay Gondt and other legal Ancts, as to the relations of the Almatic & Pardist Telegraph Company, in raising false premises, in deducing conclusions would foreign to this cuse, and in erroneously are serving that there are inconsistencies in complainant's postflor—all to direct the attention of the Court from the real case, the real facts and the real questions of hu actually involved.

#### POINT I.

The bill of complaint specifically alleges,—and is based upon,—the situation that there was no contract between the parties, and the memoradum of December 30, 1874, has been expressly repudiated by the defendants and the answer expressly admits such repudiation.

But for the extraordinary contention now made by detendantly conwood, it would be unnecessary to see me this subject. One would suppose that when it is industried that a measurablum constituted that the content is that the content is consistent of company was not a party thereoty, and when such nonnormalum has been repulalised by the defendnats and is no sown to in the plendings by both parties, that that was council to dispose of the pretense that there was a question of contract in this case instead of a plain case of infringement by a fulfiller survey can his company.

#### POINT II.

The authorities cited by defendants' counsel do not meet this case, as they are all cases of contract and not cases brought for infringement of patents, such as the case at bar.

Hartell v. Tilghman, 99 U. S. 547, differs essentially from our case because in that case there was a subsisting contract governing the rights of the party in the use of the invention and it was a mere question upon contract involving some of the minor points of the contract and questioning whether there had been a breach of contract.

The doctrine in Wilson v. Sandford and Hartell v. Tilghman has been modified in the later case of Littlefield v. Perry, 88 U. S. 205.

Dale Tile Mfg. Co. v. Hyatt, 125 U. S. 146, cited by the defendants, was an action brought upon an agreement in writing. It was not a bill for infringement. This action was not brought in the Pederal Courts at all, but was begun in the City Court of New York and is a mere action upon an agreement. There was no jurisdiction to take it to the Supreme Court of the United States.

The case of Albright v. Teas, 106 U. S. 613, was a case under contract in which specific performance was sought, and it bears no analogy to our case,

The case of Pratt v. Paris Gas, etc., Co., 168 U. S. 255, was a common law action of assumpsit to recover a sum of money on contract.

The case of Marsh v. Nichols et al., 140 U. S. 344, was a bill to enforce specific performance of a contract, and naturally the United States Supreme

Court held that the suit was not one arising under the patent law of the United States. The case of Kurtz v. Strauss, 100 Fed. 800, was

a bill for specific performance of an agreement, and to set aside a forged instrument. The case of McMullen v. Bowers, 102 Fed. 494,

was a case of license granted by complainant under contract, and involved only a construction of that contract.

Routh v. Boyd, 51 Fed. 821, involved the question of an agreement, and whether the same had been valid or not.

The case of Williams v. Star Land Co., 35 Fed. Rep. 369, cited by defendants, was a case arising upon an express agreement, and so was Wade v. Lauder, 165 U. S. 624.

The cases cited by the defendants as to jurisdiction pretty much all relate to some contract or contractual relations. This action, brought by the equitable owners for infringment, is not based on contract, as erroneously stated in respondents'

The present case is of an entirely different character and not based on contract, but on the pure infringement of patent rights with prayer for proper incidental and collateral relief.

The respondents' counsel argues from a false basis and false premises. He asserts that there was a legal transfer of title to the Atlantic & Pacific Telegraph Company, which must first be gotten rid of. The evidence demonstrates this to be without the slightest foundation. The Atlantic & Pacific Telegraph Co, was a mala fide purchase with knowledge and got no title whatever. There was no contract relation entered into between George Harrington,

### [ATTACHMENT/ENCLOSURE]

scho held the titles, and that company; and it has been proceed begand all doubt, (11r. Justice Hazelsugs the profes are 'singularly clear and concining,") that they knew of the situation of fact and that Jug Gould, as a faithless trustee, could not give them any title until they first gave him, for the benefit of the associates, 31.850 absercs of its stock-

#### POINT III.

The statement in the Respondents' Reply Brief (page 16) "what no fraud is charged in the bill against Jay Gould" is absolutely wrong, as will be seen from the fact, shown in the record, that Mr. Gould himself, in his sworn answer, "denies any fraud as charged in the bill."

In his opinion, (143 Fed. Rep. 323) Mr. Justice Hazza states, (referring to complainant's patent rights):

"The graramen of the Bill is based apparently, upon the wrongful and fraudulent appropriation by the defendants of their patents."

In the 15th section (fol. 68) of the bill (Record p. 17), Mr. Gould is specifically charged with wrong-fully causing the deeds to be recorded in the Patent Office.

It was gross fraud on his (Gould's) part to record the deeds and withhold from record the letter of instruction of April 16, 1875, restricting his title. In his sworn answer (Record, p. 98), Jay Gould says:

"And this defendant denies all and all manner of fraud or fraudulent or unlawful combination and confederacy, wherewith he is by the said Bill charged," etc.

So, too, the counsel for Jay Gould's executors put in the same kind of an answer and also "deny any and all manner of fraud or fraudulent or unlawful combination and confederacy" wherewith the said Jay Gould is by the said bill charged (Record, pp. 7 and 442).

Mr. Gould's sworn answer therefore admits that he was charged in the bill with fraud, and the lower Court ered in holding otherwise, in its summary of Gould's answer, to which rather than to the answer itself, respondents refer on page 16 of their Reply Brief.

Jay Gould was himself the chief infringer, and his fraud and unlawful conversion of complainants' patents constitute the grossest form of infringement cognizable or known to the courts.

All of which is respectfully submitted.

FREDERICK J. STONE,
Attorney and Solicitor for
Complainants-Appellants and Petitioners.

ALTON B. PARKER, FREDERICK J. STONE. THEODOR MEGAARDEN, Of Counsel.



# J. H. BUNNELL & Co.,

# Telegraph, Telephone, Railway and Electric Lighting Supplies.

BUNNELL, NEW YORK.

Thomas A. Edison Inc.,

Orange, N. J.

Dear Sirs:-

As we are having occasional inquiries regarding Phonoplex apparatus, and as you appear to have abandoned this department sometime ago, we would like to know if you have on hand any printed matter that we could send in response to such inquiries. If you have, we would be pleased to receive same.

Kindly advise us on this subject at your earliest convenience.

Yours truly,

NO REVIEW OF EDISON'S CASE.

John Life Refuses to Take He' HII 8.1.200,000 Claim.

WARINGTON. Dec. 9--3. review of Treatment before the 2.000 claim.

Elicen's 1.200,000 claim in the 2.000 claim.

Elicen's 2.200,000 claim in the 2.000 claim.

Elicen's 2.200,000 claim.

8 P.m., DE -9-1912 DEN hu Edison;

Phu, Forday DE 13, Den he Griller; of Judge Parker, I am going out to Orange Townson Edison of possible, for a few minutes also has Defect

Why Havington Et als My Janes ) ay Evening; DEar hu hiller ; -Will you please do me the four afterting of Ed. ism " that no decision, in respect of the two heatines to diemias our appeals, was Out on how my and that hunday Jamay 63 when putaps a recuiron may be handed kown the delay is, famy thing, a favorable augury for us, and the uncertainty cames thereby may possibly help Judge Parker and whe in anauging some settlement by may af compromise anically aut of Court. Taggar deliner to pay may perhaps abefore Jan'y Et make in Some Countin. proposition, which 5 ( 1/ any ) h med = 5 ) lust submit to ath

Jarge Wallace Thurks me aught backle the care; that her the Judge Packer has I think we should accept any nominal sum Khow tell her Edison Ther am of the Refl. asministrator's hudnes his apbraval of hu Ed. Sonis Setter to Judge Parker and suggest that, as Taggart has Teclined topony our Hundred &fifty- Thous and (150 000 out) Pallaco, The ne. gatiations for a settement are temporarily at a claud-Still. But, If me are not defeating that is four adams decision is not hawier rown, on faumany, 61 we bether think Taggart may make us an affew alkeupt am tentalive Suggestion ; (which he destrue) and He may after one Hours and Thousand (100 our 00) @ allero. He said he might Drice his clinto to part ance value of the litigation on & pression I covially distis The him a little hitt putape ,

with the grip; with 103° af Tream yesterday to plean Excuse this misualle Hand writing. The tast line Isaw you & hu Edison, hu E - here me what proportion he would get and what preparion People's En-ton would get, in the count of a cetherent. In the Opinion of Judge Hagel; reported in 143 Tederal Reports First the Equitable aconen of the "automatic Patento with the amount of close Each was to receive, and thing appointe The Edisons name is let 3000 shows and apporte of cheiffs name is set 7057 chaus 7 as The perpetive amongs to which Each monted be on become centilled has gould acted in good fact, as Trucker, The Reif administrators clavin that the actual dishursements made by Reiff in carrying on the en English Dis buremento some his Veeth; Should be detucted from the have asked them to let me know the amount of the Jame - / a which they pay they have peoper vanders.

The proportions of 3000 A 700g a pay 3-07 ~ gotout then they had for hu Edison is a Cuditor of Reiff " Estato To am amount Equal to about 44 % at the presen claims the Les Crestition of Reggi Estate Theoring of Course, been paid in Jule of the program to the delt one them agiving the administration for the program of the contraction for the program of t the Equity, ofany. I think therefore and get of any Settlement A box after the Expenses of the totogation Towned few are d'Eduction - say K the Rief ad in tholas 70 % that alund any settle. to pay 75 % to 100 % - so that hu Edlin winds to randly bun. fited thereby - at many held wrong held wrong held wrong the figures, dain Send from the find he for the form the form the forgan are given all please than the figure are from the form the held he for the form of the form

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## United States Circuit Court,

SOUTHERN DISTRICT OF NEW YORK.

George Harrington et al., Complainants,

against

ATLANTIO & PACIFIC TELEGRAPH
COMPANY and George J.
Gould et al., as Executors,
etc., of Jay Gould, deceased,
Defendants.

In Equity.

Leading Brief for Complainants on Hearing and Determination of Exceptions to the Master's Report.

#### Statement of Facts.

This action was brought in May, 1876, to restrain an infringement by the Atlantic & Pacific Telegraph Company and Jay Gould (in his lift-time), of a number of United States Letters Patent, granted to George Harrington, as assignee, and Thomas A. Edison, as inventor, and for an ac-

(3)

to effect the conveyance, a separate instrument was delivered, which read as follows:

#### "New York, April 16, 1875.

Sir: I hand you herewith a specific assignment of each and every patent and application for patents, covering all of T. A. Edison's inventions for automatic telegraphy, and where the consideration to be paid the consideration to be paid as the consideration to be paid as a specific part of the consideration of the paid shares of the covery of the Athulfe & Pacific Telegraphy.

the stock of the Atlantic & Pacific Telegraph Company.

I will thank you to withhold the within assignment until the Atlantic & Pacific Telegraph Company shall deliver to you the said shares of their stock, when the assignment will be delivered to them.

These shares you please hold subject to de-livery to the following named parties:

	Shares.
John McManus, Reading, Pa	43
Sevfert, McManus & Co., Phil	4,698
William M. Seyfert, Phil	320
Wm. J. Palmer, Colorado	540
John Elliott, Riggs & Co., N. Y	200
H. C. Dallett, Jr., Phil	60
E. Corning, Albany	80
James Dallett, Trustee, Phil	120
Alex. Morten, N. Y., 80 B'dway	40
J. J. Marsh, Haverhill, Mass	60
Sam'l B. Parsons, Flushing	500
J. C. Reiff, New York	7,057
A. & P. Telegraph Co	1,400
T. A. Edison	3,000
J. C. Reiff, Sec'y	1,428
Geo. Harrington	12,254
The receipts of said parties shall be your full	
acquittance.	
Very respectfully,	

GEO. HARRINGTON.

JAY GOULD, ESQ.: Of the above sum there is the amount of \$40,000 (about) currency, or about 1,600 shares

(a little less) to be deducted from the account of J. C. Reiff, and redistributed to J. C. Reiff, Geo. Harrington, S. B. Parsons, Wn. J. Pal-mer, Edison and McManus. This redistribu-tion, as it shall be agreed to, will be handed to you in form of a paper signed by Reiff, Parsons and Palmer, and should be approved by Edi-

With such paper please deduct and add to respectively as that paper will show."

The approval of Edison also accompanied the above instrument as follows:

"New York, April 16, '75.

I, Thomas A. Edison, owner of one-third of my several inventions for automatic telegraphy, my several inventions for automatic tesegraphy, sold with my consent and approval to Mr. Jay Gould, do hereby make an allowance to Geo. Harrington and J. C. Reiff from my 1/3 share of the proceeds obtained for said patents, for their time, trouble and services in connection with said inventions, and authorize such further deductions from my share as with the 2/3 controlled by Mr. Harrington shall be required to reimburse the several parties by whom money may have been advanced for automatic pur-poses, upon the basis of four in A. & P. stock to one of cash; that is to say, in the several to one of case, some amounts herein set forth.

Thos. A. Edison."

Exhibit 5, Vol. 1, p. 53.

On April 10, 1875, George Harrington, as president of the Automatic Telegraph Company, with the approval of its directors, assigned to the Atlantic & Pacific Telegraph Company all its interests in the telegraph line to Washington, and in the patents of George Little and others, growing out of a contract with the National Telegraph Company.

This conveyance was also accompanied by a writing dated April 16, 1875, signed by George Harrington, president of the Automatic Telegraph

## Edison General File Series 1912. Telephone [not selected] (E-12-79)

This folder contains routine unsolicited correspondence seeking disons advice, information, or assistance on matters relating to telephones. Included are letters pertaining to wireless telephones and telephone answering machines. None of the letters received a substantive response from Edison.

## Edison General File Series 1912. Thomas A. Edison, Inc. - General (E-12-80)

This folder contains correspondence and other documents relating to the financial and administrative operations of Thomas A. Edison, Inc. and its constituent concerns. Most of the documents pertain to the assignment of duties among executives, managers, and committees and the appointment and resignation of personnel. Included are items relating to the acrimonious departure of President Frank L. Dyer in November 1912, the appointment of Edison as president, and the subsequent reorganization of duties assignments. Also included is a 27-page report to Edison—prepared by Dyer on August 1, 1912, shortly after his return from Europe—reviewing market conditions and the operation of Edison's foreign interests in motion pictures, phonographs, and ore milling. In addition, there is discussion of copyright issues, films in South Africa, and the development of cameras and color processes. Some of the documents reveal Edison's direct involvement in the details of company operations, such as personally answering letters from complaining customers.

Approximately 50 percent of the documents have been selected. The items not selected consist primarily of receipts, stock certificates, meeting announcements, and duplicates and variants of selected documents. 1000

Mr. Goodwin:

104

What is everybody's business is nobody's business, and where the details of any basic plans are left for several people to work out and determine, I believe they are all spending more or less work out that develoning, I believe they are all spending more or less time, giving more or less thought to all of the details, some of which don't concern them in the least, and in the end it is found some one detail has been overlocked which holds up entire plan. I, therefore, believe it advisable to center in one man the authority to work out. the detail plans of each new line of goods or proposition we have coming along, such plans, of course, being subject to the approved of Mr. Edison or Mr. Dyer, before being put into effect, and it, of coming siong, suon plans, or course, being subject to the approved.

or lin: Saleson or lin: Days, before being put into effect, paid it, of
men is to confor the such others as is necessary, in order to carrive at
a sefinite understanding concorning any subject, which perhaps the
others know more about than he does. Furthermore, I believe by putting
the working out of the details up to one man, and by letting all others
interested, including Mr. Nilson and Mr. Dyer, know who that one man
in, countlocable time will be saved when any information is required. is, considerable time will so served when any intermetten is required concerning the detail plans, incommiss on the line will be more own concerning the detail plans incommiss of the line will be more our present method very often the case, applying first to one man, only to find out that he don't know, and then the other until the strike the one who does know. Believing this is the right source to pursue, and now that the beaute plans for the Thue Ambroot record have been case how take the uname patter for the place among the patter have soon decided upon by Mr. Salton, I wish you would take oblinging with the decided upon by Mr. Salton, I wish you would take oblinging with the understanding, of course, that whenever movement, in order to obtain understanding, of course, that whenever movement, in order to obtain understanding, of course, that whenever movement, in order to obtain bands of departments or people as are in the best posttion to give you much information. A few of the decidie which are to be worked out in this detail plan are as follows:

The selections contained in present Amberol list that are suitable for the first Blue Amberol list, either by having new working moulds made from master moulds now or hand, or by having the selection made over.

The number of each selection to be made for stock before the

new record is to be placed on the market.

The number of new moulds for each selection. The date on which the now records are to be placed on sale-this question involving the new monthly list that we will begin with and having a sufficient stock of the current selections decided upon to place them on sale at the same time.

Style carton to be used. Aiken is acquainted with this subject, and Seely will furnish him samples within the next few days.

Style, color and wording of side label to be used. Color and wording of top label. A carton and label that can be used universally for records in all languages.

When should jobbers be notified of the change, in order that they may place their orders for advance records to be made of the Blue Amberol intelligently.

What form letter should be sent jobbers concerning Blue Amberol record, and how should it be worded as regards to change in exchange percentage allowance.

Shall we attempt to change over from Amberol to Blue Amberol promotion, special, frami Opera and concert records at the same time we do the lists selected of current selections, or shall we lot them follow as rapidly as possible after the list of current selections and first advance list have been provided for.

Shall we attempt to change over such foreign selections as we

uno inhall we arresult to onknike over mint rovelin season can all we not inhall we arresult to the control of the control of the follow, and wish selections shall be changed over. There will no doubt, be verious other questions and details to be decided upon in connection with this resort, and you will doubtless think of them or they will be brought to your attention from time to think of them or they will be brought to your attention from time to time. It is, of course, understood that several of the question to he decided upon will depend entirely on how soon the factory will be ready to begin manufacturing records, but as both like. Eddson and its. Philyot have said the plant will be ready in three months, which will be April 1st, I would been my plans accordingly, and them if there is any delay in the date on which manufacture is to begin, all of the dates you tipure out can be advanced accordingly.

1/4/12.

C.H.W.

Copies to Mesers. Edison: Dyer: Weber: Dolboer: Maxwell: Ireton: McChesney: Stevens: Aiken: Wurth: Philpot.

JAN 20 RECO

Leonard—

Jivo me het africa in saccodept
Salving Expense recountly to

Dale on Evel for 6 month.

Ending Juny 194

Messrs. Dolboer: Berggren: W. Stovens: Weber: McChesney:

In order to offeet a closer co-operation between Sales and Advertising Departments and to plan greater officiency in both, please note that Hessrs. Dolboor, McCheeney and Maxwell, have been appointed as a Sales Advertising Committee, to discuss and formulate advertising plans.

in laxwell will not as chairmen of this committee.

Hosers. Edison, Yyer and Wilson, will be members or officio.

Hosers. Calkins & Holden will be called upon to attend the

meetings whenever the committee decide it advisable.

Hinutes will be kept of the doings of the meetings, and copies will be sent to each member of the Executive Committee and Mr. Edison.

The appointing of this committee is not intended to affect the authority now vested in the Seles and Advertising Departments, and any action beyond these powers must have the approval of the proper authority before telding effect.

Meetings of the Sales Advertising Committee will be held once a week, and special meetings can be called by any member whenever necessary.

1/26/12.

C.H.W.

Copies to Messrs. Editon: Dyer.

4 Eggs

Mossrs. Weber: Berggren:

For annual stock taking purposes, we will close down our entire plant, so far as manufacturing is concerned, from Wednesday might, Feb. 28th, to Henday morning, March 4th, and so far as shipping is concerned, from Thursday night, Feb. 29th, to Menday morning, March 4th.

Please see that proper notices are posted throughout the shops and offices to this offect. Also add to the notice that on account of closing down these three working days, we will run all day Washington's birthday. The closing down of manufacturing and shipping ends of the business need not interfere with the fitting up of the Blue or Bles record departments, or the doing of any repair work, overhauling machines, &c. whatever throughout the chops, so long as it does not interfere with our stock rooms.

The closing down does not apply to the Primary Battery Department at Silver Lake. On account of being so far behind orders we will have to run there, and I will arrange with ir. Salzman concerning the taking of this stock without closing.

It may also be necessary to run furth's Lould Making Department and Payne's Record Testing Department, but these two departments can take their stock in a very short time, and there is no reason why they should not continue running if necessary.

2/15/12.

C.H.W.

Copies to Mosers. Edia on: Dyor.





## Thomas A. Edison, Inc.

Orange, N.J., U.S.A.
Edison Phonographs and Records

Edison Primary Batteries dison Kinetoscopes and Motion Picture Films Edison Business Phonographs LONDON
PARIS
BERLIN
SYDNEY
BUENOS AIRES

"ZYMOTIC, NEW YORK"

PRIVATE

ldanny -

March 14, 1912.

Mr. Thomas A. Edison, Fort Myers, Florida.

Dear Mr. Edison:

due him = - freeffean

It will be necessary for me to make soul personal payments in March and April amounting to \$5000. [ [ ] in March and \$5000. in April. May I draw this enount against

in Harch and \$5000. in April. May I draw this amount against whatever may be coming to me for the year just closed? It will be a great accommodation to me. Whatever balance there may be above this amount I would suggest can be paid in month—Ty payments, as was done last year.

If you will approve this I will take up the matter with Harry Killer.

ours very truly,

FLD/IWW

Frank t. Mrs.

#### Mr. Thomas A. Edisonas A. Edison, Incorporated

Cines athe Milano Gammont Nordisk Tarx Pasqueli Vituaruph B & C London Selia Henworth Kineto Kricks & Martin Tayler Film Colichinell MosmoPolitan Helioscope Reliance ouila Bison Tannhauser. Lubin Itala

The Holdir Co. has applied to go into the arrangement but will be accepted only upon favorable conditions.

The Ambrosic Co. is still bound by contract until October but negotiations are rending to have the contract annualled.

Regotiations are at present pending with the German manufacturers of the Resoter, Bioscop and Mutoccop Pilms.

The fellowing films are not wanted and will be kept outside of the combination:

Vitascope Tim laulus 5 Unter Champion Republic hickes Weltkinematograph Hester .asez Dro Relem Majestic Ecliuse Cowers Biograph **Suvoya** Researcy Commerio ravillon Rox Raleigh & Robert.

I have seen what purports to be the contract with lathe, Gaussint and Selig, Elthough the siniums guarantees are not stated, but in every case the contract is conditional upon the capital of 4,000,000 Marks being paid in each and upon the further condition that the contract shell not po into

# THOMAS A. EDISON, incorporated Mr. Thomas a. Edison- 3.

effect until June, 1912.

- A proposition has been made to Mr. Oref that we should go into the combination, and the proposition has been accepted by him subject to rutification by the Orenge office, the terms and actails to be worked out in final form, but the general conditions being as follows:
- 2. The arrangement is to continue for three years and to be renewed for a further period of three years 'if the essential points of the agreement have been faiffilled by both parties".
- 5. The Combination agrees to purchase films innuclly to the amount of 700,000 Larks (\$175,000). The price paid is 94 pfennigs per metre f.o.b. laris. This amounts to about 76 per foot.
- We pay Gaussont 70 continues per metre for printing our positives in Feria, not including a allight energy for titles and sub-titles enounting to  $30\phi$  cach. This amounts to  $4.16^{\circ}$  from foot, so that the profit on the price offored would be shout 2.4/5 from foot.

\$175,000 worth of film at 7 $\beta$  a foot would be cheat 2,500,030 feet, and at a profit of 2 4/5  $\beta$  per foot the annual profit under the arrangement would be about \$70,000. Deducting from this as a liberal estimate \$12,500 to cover pro-

## Mr. Thomas ... Edison- 4. THOMAS A. EDISON, Incorporated

portional expense of negatives, citles, etc., the net profit would be \$57,500.

At the present time Oref is getting about  $7\beta$  per Toot in Berlin but is now paying Cornen C atom duty, fredgit, pucking, etc., amounting to about 2 pfennings per metre, which amounts to about  $1/\delta$  per foot., ...t the present time, according to Oref's figures, our turnover in Germany is approximately 1,300,000 feet per year, so that the arrangement contend lates a very considerable increase.

Oras states that the arrangements make with other manufacturers are supposed to be based on a guarantee count to their present business but he says that he believes that concessions have been made in this request, as in our case. For instance, in the case of Gaussint, the guarantee is 4,571,500 feet, which he mays he believes to be an instrumes of from 20% to 20%. He gives no intinction that any concessions have been made to manufacturers to large as have been offered to us. He points out that this concession was granted for two reasons: first, because me are now putting out four roels per week; and, account, because our turnover in Sermany has been cuttailed in the past by reason of our being very careful of our credity, and that if we had run the risk that Gausson has our turnover would have been much larger.

4. Our present stock of old films and machines in Borlin will be taken over for the sum of \$\(\text{CL}\),000 in each. Oral intimates that he can include alone some of the old film stock from Iondom and Feria, and that he expects this arrangeMr. Thomas A. Edison- 5.

ment to not us an immediate profit of between \$15,000 and \$20.000.

5. In the case of Scandinavia the price is 85 pfennigs per metre (6 1/2  $\beta$  per foot) f.c.b. Paris. Shipments will be made direct to emakers in Scandinavia and the agreement will specifically provide that films shipped to Scandinavia chall not be used in Germany. The profit on films shipped to Scandinavia could therefore be 2 3/10  $\beta$  per foot and this will shiftly refuse the above estimated profits. The amount of the Scandinavian business would probably not exceed  $10\beta$  of the Business in Germany.

The question to be decided is, shall we go into this arrangement, assuming that all details are attended to? The gueranteed footage amounts to about 50,000 feet per week, or an average of 10 copies per rect. This is shout 50% more than we are now doing in these constries, while the price roceived is not only better but all erronse of handling and marketing the films in Germany is removed. He one believes that the price of films will increase during the next throo years but if enything the price will be reduced. (For instance, the Majestic Co., one of the Independents in this country, has made the first break in price by reducing to 96 per foot). It is true that during three years we might succeed in substantially increasing our output, but to go much beyond 2,500,00: feet per year will require hard work and a good deal of expense. Furthermore, any increase in our turnover in Germany would depend upon the popularity of the

films, and I believe that this increase would come just the same if this arrangement were carried out.

- On the other hand, suppose we did not go into the arrangement? We would find ourselves allied with a lot of second-class films, and the only respectable associates we would have would be the Biograph, Ealen and Essensy Companies. We would be opposed to such large concerns as Fathe, Causent, Vitugraph, Solis, Cines, Itale and Hordisk and possibly Eclair and Ambresio. Our position would be a good deal weaker relatively than the Enderents in this country and whatever business we had could probably be received only by hard work and low prices. Therefore I strongly urge that this extragement be made, growiding the following points can
- The minimum quarantee of a 500,000 feet should not be made on a pearly basis but on the basis of a wonthly or quarterly guarantee.
- 2. The guarantee should thus include a fixed ctock of projecting machines and a counterly terrover of projecting mechanism.
- The price paid to us for films should be flexible enough to take once of possible variations in cost, such as increased cost of rew film.
- 4. The arrangement should be based absolutely upon the payment of the cash capital into the treasury.
- 5. It should be based upon the assumption that at least lathe, Coument, Solig and Vitagraph enter into the arrangement and that we should have the right to withdraw

#### Mr. Thomas A. Edisonomas A. Edison, Incorporated

in case any two of those concerns withdrew.

- 6. The agreement should provide that in case more than 7¢ per foot is said to any manufacturer in the Combination we should have the benefit of the maximum price.
- 7. It should also provide that in case the minimum guarantee for any year is exceeded, the minimum for the following year shell include the amount of the excess. In other words, if they sell 1,000,000 feet the first year, the minimum guarantee for the necond year will be 3,000,000 feet. Possibly other points will occur to you that ought to go into the agreement.

Orac writes that we have until April 20th to accord or reject the proposed plan, so that you will have time to think this over and make up your mind when you return.

resonally I think this is important enough for me to go over, so that everything will be all right, and unless you think otherwise I will make arrangements to sail carly in May. Frankly, the principal doubt I have about the entire arrangement is that these promoters may be promising too much and may be undertaking burdens that cannot be carried. This can only be decided by a personal investigation of the conditions of the business.

There are a good many other matters requiring my attention in London, Paris and Berlin, and, except for your trip of last year, no one has visited the foreign offices since I was over in the Jurmer of 1909. By idea was to call about May 4th and be back about June 18th, fiving me chout

Form 37, 1-15-12, elm.

Mr. Thomas ... Edis-Momas. A. Edison, Incorporated

four weeks on the other wide.

Yours very truly,

FLD/IW

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KAE DO STE

Messrs. Berggren: Eckert: Brown: Youmans: Stevens: Hudson: Durand: Hird: Bliss: H.Miller: Langley:

It has been decided that Hr. Helson C. Durand will have charge of the solling end of the apperetus manufactured in the Electrical Dept., which will consist of rectifiors, house lighting controllers, small motors, etc. All orders received, and all correspondence relating to this appearatus should, therefore, be first sent to Mr. Dyrand, and he will pass them slong through the regular channels.

The Storage Battery Co. and their solling force are to obtain orders wherever possible for rectifiers and controllers, but such orders, instead of being shipped and billed by the Storage Battery Co., are to be sent to Mr. Durand, and are to be shipped and billed by Thomas A. Edison, Inc.

The Primary Battery Dept. and its salesmen will also obtain orders and handle them in the same manner.

To reimbure the Storage Battery Co. and the Primary Battery
Dept. for obtaining orders, a commission, to be agreed upon later,
will be given them.

All orders for foreign shipment will be handled by Mr. Stevens of the Foreign Dept., but, for a time at least, should first be sent to Mr. Durand, so that he can keep in touch with the business obtained from all sources.

4/18/12.

C.H. Wilson

Copies to Mesers. Edison: Dyer: Weber: Bachman.



· JAC SL

Ok 1119

Messrs. Berggren: Eckert: Brown: Youmens: Stevens: Hudson: Durand: Hird: Bliss: H. Miller: Langley.

Supplementing my memo. of the 18th inst. concerning the Electrical Dept., please note the following changes in paragraphs 2 and 4:

and 4: The Storage Battery Co., instead of acting as selemen for the T. A. E. Inc. and sending orders to the T. A. E. Inc. to be shipped and billed direct, will handle their own orders and do their own shipping and billing, that is, if they sell rectifies or controllers in connection with storage batteries, they will place as order with the T. A. E. Inc. to the Storage Batteries, they will place as bilipped by the T. A. E. Inc. to the Storage Batteries T. A. E. Inc. with storage Batteries T. A. E. Inc. will bill be will bill be will bill be will bill be to the C. A. E. Inc. to the Storage Battery Co., under the behavior of bandling, will be treated as a jobber of the T. A. E. Inc. and will receive the regular jobbers' discounts.

4/29/12.

C.H.W.

Copies to Messrs. Edigon: Dyer: Weber: Bachman: Bee.

PRESIDENT'S OFFICE Memorandum

> 2092 (Personal)

April 30, 1912.

Mr. Harry F. Miller:

Will you kindly secure from Mr. Edison

a check to my order for \$5000.00.

I outlined the necessities of the case in a

letter to Mr. Edison when he was in Florida.

SKIND BUCH

MAIG DOW

June 1st, 1912

Er. F. Weber:~

with a duplicate list of your revised standardization sheets regarding sizes of holes and shafts - for various fits -, some mison and such other tabulated data as may allow us to dimension our drawings more correctly for shop use.

We are not at the present conversant with the newly established limits and ere, therefore, liable to improperly dimension drawings about to be sent you.

Howing this may meet with your early attention.

D.H. BLISS

DMB/RS

CHIEF MMGINEER.

Copies to Messre. Edison, Anderson and File

June 11, 1912.

The Bradstreet Company 776 Broad Street, Hewark, N. J.

We submit the following financial statement of Thomas A. Edison, Incorporated, as of February 29th, 1912.

685,720.42 Real Estate & Buildings 390,026.74 Eachinery Tools - Equipment

Raw Material, Finished Parts & In Process Accounts Receivable

868,014.63 562,947.89 893,274.40 Due from Affiliated Companies

Notes Receivable

218,327.85 41,508.83 478,281.54 Cash Reserve & Bonds Cash

Stock in other Companies 385,096.44

7,000.00 Mortgage Unexpired Insurance Premiums

5,233.94 5,846,956.43 Accrued Taxes Patents

> 124,919.55 Thomas A. Edison 126,829.29 45,000.00 10,081,753.60 Accounts Payable Notes

Capital Stock & Surplus 10,081,753.60 Orange Dist. Water Ice. CO Bonds 24,000.00

10,402,502.44

10.402,502,44

## OFFICERS

Frank L. Dyer, Carl H. Wilson, Ernest J. Berggren Harry F. Hiller,

President Vice-President Secretary & Treasurer Asst. Secretary & Treasurer

Form 57 3-26-12 elses

THOMAS A. EDISON, Incorporated

Bradstreet Co.

#2

6-12-12

BOARD OF DIRECTORS

Thomas A. Edison, Chairman Frank L. Dyer Carl H. Wilson Harry F. Miller Ernest J. Berggren

Trusting this is satisfactory, we remain,
Yours very truly,

THOMAS A. FDISON. INC.

Secrétary & Treasurer

June 11, 1912.

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30 Clinton Street,
    Newark, N. J.
```

## Gentlemen:

We submit the following financial statement of Thomas A. Edison, Incorporated, as of Sebruary 29th, 1912.

685,720.42 Real Estate & Buildings

390,026,74 Machinery Tools & Equipment 868,014,63 Raw Esterial, Finished Parts & In Process 582,947.89 Accounts Receivable

893,274.40 Due from Affiliated Companies

218,327.85 41,508.83 Noter Receivable Cash Reserve & Bonds

478,281.54 Cash

385,096.44 Stock in other Companies 7,000.00 l'ortgage

113,33 Unexpired Insurance Premiums 5,233,94 Accrued Taxes 5,846,956,43 Patents

Thomas A. Edison 124,919.55 Accounts Payable 126,829.29 Notes 45,000.00 10,081,753.60 Capital Stock & Surplus Orange Dist. Water Ice Co.Eds. 24,000.00

10,402,502,44

10,402,502,44

## OFFICERS

Frank L. Dyer. President Carl H. Wilson, Ernest J. Berggren, Vice-President Secretary & Treasurer Harry F. Miller. Asst. Secretary & Treasurer

Barto 22 3'30 f. cpm

THOMAS A. EDISON, Incorporated

R.G.Dun Co.

#2

6-11-12

#### · BOARD OF DIRECTORS

Thomas A. Edison, Chairman Frank L. Dyer Carl H. Wilson Harry F. Miller Ernest J. Berggree

Trusting this is satisfactory, we remain,

Yours very truly,

THOMAS A. MDISON, INC.

Secretary & Treasurer

PRESIDENT'S OFFICE Memorandum

2121

Mr. H. F. Miller:

Please furnish me with Mr. Edison's check

for \$5000.

Incidentally, my last payment was April 30th, for

a like amount.

I would like this check as soon as possible.

F. L. D.

okjati

Dyer you want to let up on drawing more money for a who or grade no mere to pully the Mr Edison

You have received from Those

a. Edison Sucpted during the year

leading Getry 29-1912 in Cash

less experimental Charges \$321,299,60

yof on this equals

yof on this equals

Balance

Fir. 490,97

Mr Dyer has had

J. J. M.

1/18/12

7/19/12 5.00000

541.462.87 159:003.83 1 382,459.041 \$ 8.463,02 293,996,02 Ja E Inc 20.842 20 26.461.381 ERW \$ 341,299,60 20.000.00 321,299.60 22,490,9720 Ma Educin . You have received from This a Educat Impto during the year suding Tely 28-1912 in Cash \$321.299.60 less experimental charges. 70% on this equal. Modyer has had 22,490.97 10.000.00 Balance 12.490.97

Mr. Edison

The Cash received by you from Thos. a Edison

Inepth during the year ending Teby 29-1912 amounted to about \$ 275000." Dyers percentage viz 7% would equal \$ 19.250." It has had \$5000." on up of this.

A. J. M



## Thomas A. Edison, Inc. Orange,N.J.,U.S.A.

Edison Phonographs and Records Edison Primary Batteries MEADON CROF Edison Dictating Machinese MEADON CROF Edison Home Hinelescopes and MEADON MEADON CROFT Films BEBLIN

Mr. Thomas A. Edison.

Orange, N. J. Bear Ur. Edison:

I her to make the following report on my recent European trip:

#### LONDON

#### AMUSEMENT PHONOGRAPH

Speaking generally, I found the attitude of those connected with the amusement phonograph to be one of resigned discouragement but with strong hopes that former conditions will be restored or at least that present conditions will be improved when the Disc machine is put out. The same attitude pervades the trade in Great Britain, many of whom are simply marking time, awaiting the coming of the Disc. Expenses connected with the amusement phonograph have apparently been cut down as low as possible, the idea being to simply carry the organization along at the minimum cost during the present period of depression.

The entire trade in England is on a lower plane than here, and the market is flooded with cheap German

DICTATED TO AND TRANSCRIBED FROM THE EDISON DICTATING MACHINES

machines and records. I saw a small hornless machine that locked very well, which was cold to the trade with six 6-inch records for \$1.80. Fersonally I don't bolieve we will be able to do very much in England with the disc line, except after a considerable period of education, or until we can offer a cheaper line of machines and possibly cheaper records. If we do not eventually do so ourselves, I feel confident that when our records appear on the British market, Eathe or someone clse will market an attachment to permit the records to be played on other machines. This is also the belief of Mr. Cromclin and Mr. Oraf.

#### DICTATING MACHINES

A very good man (Hopkins) is in charge of the Dictating machine and has succeeded in very materially developing sales. We have an agreement with the Columbia Company on the subject of price-maintenance on Bictating machines in Great Britain, and so far there has been very little competition from Germany and France. The Pathe people are preparing to put out a Dictating machine of the date type, which is to be marketed in Great Britain by the Renec Company. The outlock for the Dictating machine is hopeful, since the British business men seem to be slowly awakening to the merits of typewriters, each registers, adding machines and other labor-saving appliances. When I was in London all shipments of Dictating machines from America were tied up by the dock strike and there was not a single machine in stock, but I arrenged to have Mr. Oraf send some of his machines to London

to help them out temporarily.

## KINETOSCOPES

There seems to be no show for our Kinetoscopes in Great Britain, since they are much more expensive then French and English machines, and our Lamp-house, are lamp and stend are inferior to the usual British standard. I have brought this matter to Mr. Gall's attention, so that when our new Kinetoscope is put out it may .comply with foreign requirements, although our high price will always acriously hendiceps us.

pin The film business is very satisfactory and is being handled intelligently and economically. Our films are popular, but not so popular as the Vitagraph and Biograph films. It is generally rumored that the Vitagraph Company are outting prices and that this accounts for the large use of their films. Biograph films are handled by the same agent (Michols), who also represents Kalem and Lubin films, so that by having three American films he can give practically a complete service.

In Great Britain the theatres are very much finor than in this country and charge much higher prices -- generally from 12\$\phi\$ to 75\$\phi\$. Here films are shown -- generally from six to eight, so that ordinarily not more than two shows per evening take place. Films are in better condition than in Amorica.

The rental business in Creat Britain is handled by about twenty exchanges, all of whom are fighting among themselves, just as they did in this country in 1908. Under the effect of this competition the theatres are gotting service at very low prices and are very prosperous, while the exchanges are having a hard time of it. Efforts are now being made to have an understanding among the exchanges to maintain prices, lease films for limited periods, and otherwise control the business, as in this country. One thing that impressed me very strongly in London was the fact that there was no English concern making creditable pictures, and as a matter of fact only about four English concerns making pictures at all. At the same time, in talking with a number of film men, both renters and owners of theatres, I got the impression that they would gladly welcome a good English film. Furthermore, I was approached in London by two parties with schemes for building studios in England and making pictures there. Finally, I found that the Vitagraph Company were operating in England with a small stock company headed by their principal comedian (Bunny), and that Lubin also had a small stock company working on the Southern Coast, near Brighton. The agent of the Biograph films also told me that the Biograph Company were seriously thinking of making some pictures in England. In view of these circumstances I felt that it was important for us to make some pictures in England, and I therefore cabled Mr. Plimpton suggesting that he should send over Mr. Miller as a Director and two actors, Mr. MacDermott and Miss Nesbitt, and also a camera man. These people are now in England and can work there

until about October and can take some special English subjects.

I arranged with the Barker Company in London for the use of their studio, at a price of \$20.00 per day, including the services of two men. We only have to pay for such time as we may use the studio, and no guarantee was made as to the number of days we may use it. The studio is located in Esling, about ton miles from the centre of London, and is a modern place in every respect, with a stage about 60 x 40, electric lights, dressing rooms, property room, carpenter shop, etc. It is located near several good-sized parks where outside pictures can be taken.

I also advertised for actors, and before I left we had a collection of at least thirty, with their photographs, so that Mr. Miller will have no difficulty in picking out a competent English company. The rate of pay in England is about \$5.00 per day and less.

Finally, I arranged with Mr. Harry Furnise to give his entire time from July let to October 1st in helping Mr. Hillor in various ways, such as by suggesting pictures, overseeing the pictures so that they may be correctly English, getting costumes and properties and arranging for special privileges, such as making pictures in the Zoo, hospitals, public institutions, and on some of the larger private estates. Hr. Furniss is very well known and popular in England and I believe his cooperation will be veluable to us. I arranged to pay him a salary of £25 per week (§125) and to take from

him three complete scenarios of dramatic subjects at a cost of 230 each, so that in the three months we will have to pay him in the neighborhood of \$2000.00.

#### LAMBOURNE COLOR PROCESS

I had had some correspondence with a man named Lambourne, who claimed to have invented a new color process for films, and I looked into this matter while in London. I found that the process was practically identical with the stencil process used by Paths, although the details and refinements had not been worked out. I saw nothing in the proposition and therefore turned it down.

#### JURY CAMERA

A new camere owned by Jury's Imperial Pictures,
Ltd., had been brought to my attention, which I also looked
into. The essential feature of the cemera was the employment of a gyroscope to hold the apparatus steady while photographing, the feed mechanism being operated by a separate
electric motor. It seemed to me that such a cemera might be
useful in the future for taking photographs of topical subjects and for use in positions where a triped could not very
well be headled. I have a sample print made by this comera,
and it shows up very well so far as steadiness is concerned.
An application for a patent in this country has been filed
but the petent has not yet been granted. I secured a
option on the patent on the payment of \$500.00 and with the
understending that the prosecution of the application should

be turned over to us, and at any time within two years after the patent is granted we can secure the same on the payment of \$200.00 additional. This option has been turned over to the Motion Picture Patents Company at the same price, so that we are nothing out of pocket. If you have any objection to the Patents Company taking over the patent, please let me know, because the transfer has not been made and can be stopped. I have always understood, however, that you approve of the general principle of turning over to the Patents Company all patents that may be of general use to the manufacturers. In addition to the above I agreed to buy two of the Gyroscope Cameras at not more than \$150.00 apiece, and I brought one of thom over with me. The other one is expected shortly. This price is very much less than we could build the cameras for in this country. With these cameras in our possession, we, of course, have a license to use them, even if the option is not taken up.

## HOME PROJECTING MACHINE

A sample of this machine was received while I was in Iondon, was set up, and has been shown to a number of phonograph factors. A fair amount of enthusiasm was shown, and I believe that in time a satisfactory business can be developed, principally among our phonograph dealers.

# KINETOPHONE

I have already reported to you on the new Gaumont Kinetophone. The presence of that machine in London and its undoubted success in Paris stirred up more or loss interest in the trade, although the demonstration in Iondon was of such a modiocre character that the interest was not particularly onthusiastic. I felt that our own position was not sufficiently settled to enable me to make any definite promises and for this reason limited my efforts to introduce the kinetophone in Great Britain to Mr. Jury, who has made a proposition which you have approved.

## COPYRIGHT

The new Hechanical Copyright Act in Great Britain went into effect on July 1, 1912. It provides for royalties on phonograph records but the trade generally in Great Britain have agreed to increase prices to an extent to substantially cover these royalties so as to throw the burden on the public.

A concern known us "Copyrights Limited" has been organized for the purpose of acquiring and dealing in mechanical copyrights. This concern is supported by ell the talking machine manufacturers and importers in Great Britain except the Gramophone Company. There are three Directors, including Sir George Marks as Chairman and Hr. Croselin, so that we centred the policy of the company. The theory of the concern is to acquire copyrights for mechanical reproduction which shall be open to all subscribers. On the other hand the Gramophone Company and the Aeleon Company have formed a corresponding corporation of their own to acquire copyrights for their own use. The Gramophone Company invited the rest of the trade to go into their organization, but only upon terms that would have given them complete control, to that every-

one kept out. By organizing Copyrights limited, competition has been eliminated (except by the Gremephone Company) between talking machine menufacturers in Oreat Britain, which I consider to be a desirable thing, since my competition on the subject of copyrights merely increases the recording expense. I believe that by having a corporation such as this, the amounts paid by manufacturers in royalties and bonuses will be considerably less than under conditions of competition, so that Copyrights Limited will be practically solf-supporting. If not, our proportion of any expense in its operation will be small, since it is managed from a single office with only one clark.

In this connection it was considered that all the British copyrights in our records so far made should be owned by the English company, so that if necessary the English company could bring suit for infringements. Therefore, while in Iondon I executed an assignment from ourselves to Thomas A. Edison, Limited, transferring to the latter any British copyrights that may exist in our records as so far made. I had to take action on short notice, because the assignment had to be recorded before the Copyright Act went into effect on July 1st. This assignment has now been ratified in minutes which have been brought to your attention.

#### FIIMS IN SOUTH AFRICA

. We had an arrangement with the african Film Syndicate to take two prints of each of our subjects at 7  $1/2~\rho$  per foot. I was advised of the cancellation of the contract by cable

while in London, the grounds for cancellation being that so much of our film could not be absorbed in South Africa and the arrangement was too inflexible, since it gave no opportunity to order more copies of good films and fewer copies of poor films. I did not see that enything could be done in the way of enforcing the contract, because a suit in South Africa would be expensive and uncertain. Furthermore, I felt that the arrangement was a poor one, since it required the Syndicate to take two prints of each subject no matter how inappropriate the subject might be. I therefore advised both Mr. Cromelin and Mr. Stevens to consider South Africa to be open territory, and arrangements were made in London with buyers to purchase from 3000 to 8000 feet per week at 8¢ per foot. Mr. Stevens can also sell in that territory, so that I do not think that we will lose by the cancellation of the contract.

# CHANGE OF NAME OF BRITISH COMPANY

This is a matter that had been brought to my attention several times by Mr. Oromelin, but there seemed to be no
necessity for hasty action. However, shortly before sciling for Europe an action was commenced in London against a
new concern called the "Mattonal Oremophone Company", who
sent out prospectuses that they expected to enter the market
with a phonograph-out disc record. One of the promotors of
this enterprise was J. Lewis Young. We sought an injunction
to provent them from using the name "Mattonal", on the ground
that it was part of our corporate name and that confusion would

exist, but the evidence showed that our records and machines were always known as "Edison Records" or "Edison Machines", and the judge intimated very strongly that he thought we could not prevail. In view of this situation it seemed to me to be important, before putting out the new Diso product, that the name of the British company should be changed to Thomas A. Edison, Limited, so that no confusion could exist with the Mational Gramophone Company in case they go ahead with their phonograph-out disc record. This matter was brought to your attention by cable, you approved of the change and the change

### ORE MILLING SYNDICATE

There was a balance of 2157/6/0 due from you to the syndicate in the matter of unpaid subscriptions to stock, but, as I had understood from letters written by the Identifator, I essumed that it was not necessary for you to pay this amount, because it seemed certain that dividends would be declared to more than cover the same. I advised you to this effect, when in Iondon, however, the Liquidator said that the payment of this amount was not optional but was compulsory and he threatened to bring suit to recover the same. I therefore instructed Hr. Cromelin to pay the sum of £157/6/0 to the Liquidator, and his receipt has been handed to Hr. Miller. This completely disposes of all obligations from you to the syndicate, and I am informed by the Liquidator that future dividends will much more than cover this disbursement.

# OFFICE ACCOMMODATIONS IN LONDON

at the present time we have three places in London, as follows:

25 Clerkenwell Road: Our present lease runs until March 25, 1930, but may be terminated March 25, 1916, and the annual rent is £420, exclusive of rates, taxes, etc., which increase it to £572. We have the entire building at this location (three floors), but they are not fully occupied. On the ground floor the Dictation machine is handled, and there is another office with three clerks. In the back is a shipping room for handling the Dictation machines. Mr. Cromelin also has an office on this floor. On the second floor are Mr. Hayes' office, reception room for talent, a recording room and a committee room where records are heard and trials are tested. In the committee room there are also samples of the complete British list and some American, French and German records. On the third floor there are a large office where films are handled, including the handling of posters, a small projecting room (not now in use) and a small office for handling kinetoscopes and primary batteries. building could hold three or four times as many people. is located fairly well for a wholesale business. For the effective handling of Dictation machines the location is a poor one, and for the display of films the location is quite out of the question, since all films are shown by all the manufacturers and agents within a very limited territory, to which the buyers confine their operations.

Willosdon Works: The present lease expires June 24, 1928, but may be terminated in 1914 or 1921. The annual rent is 2000, to which must be added rates, taxes, etc., which increase it to about £1,066. Of course the ides of this plant was that it would be used for manufacturing purposes. At the present time the office headquarters are located here, with accountants, book-keepers, etc., and Hr. Cromelin makes this his principal office. Except for the storage of records and machines and for shipping facilities the place is quite deserted. As an office location, Willesden is about as far from London as Yorkers is from Hew York.

Gerrard Street: The present lease expires March 25, 1916, but may be terminated on one year's notice. annual rent is £80 (Landlord pays rates and taxes). Here we have a room about 20 feet square (with a projecting room behind) in which our films are shown. The room is fitted up neatly with pictures, etc., and there are about 16 cheap theatre seats where the buyers may sit to see our films. pictures, being thrown only about 20 feet, are small, but the illumination is correspondingly bright. This exhibiting room is on the second floor of a four-story building, the floors above being used as flats. The stairway is narrow and dark. Since moving to Gerrard Street we have been able to show our films to all the buyors, as the exhibiting room is located in the propor district. But, nevertheless, a number of people said to me that this was hardly the place where Edison pictures ought to be shown. For instance, Mr. Nichols, who handles

the Blograph, Lubin and Kelem films, has an exhibiting room occupying an entire floor, probably 25 feet wide and 60 feet long, fitted up like a small theatre, with a girl playing the piano during the exhibition of pictures.

It is perfectly obvious that having these three places is a very poor and expensive plan of doing business. The combined rents of three places are high and the office force is divided among all three of them, so that work is being duplicated. It takes a long time to get from one to the other. I told Mr. Cromelin that he ought to make every effort to sub-let the Willesden and Clerkenwell Road buildings, so as to have his force located in one building, and that suitable provision should be made for a more dignified and attractive exhibition of our films. I believe this can be done and very much better quarters secured at a considerable saving in money. Mr. Monnot was considering the possibility of taking over the Willesden Works, and negotiations were also in progress with an automobile concern to take over the lease of the Willesden plant. Even if we only succeed in getting rid of the Willesden plant it would be better to concentrate the force at Clerkenwell Road than to divide up between two places.

## BERLIN

Prom London I went to Borlin, where I spent about a week. The offices are on the third floor of a building on one of the principal streets, and I am impressed by the fact that Mr. Oraf is conducting his operations as economically as possible. They comprise an outer office, a projecting room and two other offices, one occupied by Hr. Cruf and the other by Hr. Thorhauer, his assistant, and Hr. Grusser, who has charge of our film business.

# VOH SCHACK CONTRACT

I went to Europe principally about this matter, and the first day I reached Berlin the situation looked discouraging, because one of Von Schack's associates told me that the banks had withdrawn from the arrangement. Later, in London, Von Schack told me that the banks had agreed to finance the proposition provided the annual guarantees could be reduced, and I therefore gave them an option, which is to be taken up by August 15th and concerning which I have written you in full. The contract provides for minimum purchases for Germany alone amounting to 425,000 Marks (\$106,000) annually. I do not by any means feel that this contract will be carried out, and Mr. Graf also expressed his doubts to me before sailing. Personally it seems to me that a proposition of this sort is too large and too speculative in character for the banks to undertake its exploitation. At the same time, I understand that the German banks go into these speculative ventures more readily then in America. I felt, however, that we should make the contract, because similar contracts had already been made with many other manufacturers, including Pathe, Vitagraph, Solig, Biograph, Kalem, and Lubin.

In view of the serious doubt in my mind that the contemplated arrangement in Germany would not be curried out,

it occurred to me that it might be possible for us to make an arrangement with Michels, the European agent for Biograph, Kalem and Labin films, by which we could also represent those films in Germany in addition to our own. At the present time Nichols has a very poor representation in Germany, and, consequently, little business is done there by him. There is no reason why Biograph, Kalem and Lubin films should not be popular in Germany if properly handled, and I feel that if we could take over those films and have them in our charge, our position would be very much stronger than it now is and at the same time the arrangement would be a profitable one, because we could handle the additional films without materially increasing our expense. However, nothing definite along this line was done, although various plans were discussed. The matter was left in abeyance until the latter part of this month, when Nichols expects to come over. At that time the cuestion can be taken up again and if possible a suitable arrangement made which can be submitted to you for approval. On this point I might say that a similar arrangement was made with Nichols in Russia under which he undertakes to handle our films there, as a result of which we hope to improve our position in that country. In Russia the arrangement is purely informal and can be terminated at any time.

# DISPARITY IN FILM SALES

One question I attempted to investigate in both Berlin and London was the great disparity in the sales of certain films. It frequently happens that a picture that is

popular in this country falls flat in England or Cormany. On the other hand, we may consider a film to be rather ordinary in character and it may be a great success in those countries. I recall one picture that was actually twice rejected by the Committee and was put out only whon Mr. Plimpton earnostly insisted that it should be, and which in both England and Germany met with more than ordinary success. Why is this? I obtained a complete report from our film man in London and am awaiting a similar report from Berlin as to all of our films sold during the past two or three years, explaining as fully as possible the reasons for their success or failure, and with this information before him I hope that Hr. Flimpton will be able to avoid the characteristics that may have counted against our films in Europe and emphasize those points that are desir-. able, without affecting their general character for the United states.

# CONTRACTS WITH COMPOSERS

Some time before sailing Hr. Graf advised me that he had personally made a number of contracts with several of the leading German and Austrian composers, under which he obtained from them for limited poriods evaluative talking machine rights in their compositions for all countries, including not only certain enumerated works but in all the musical works of the respective composers published during the pori of five years following the dates of the several contracts.

Mr. Graf has advinced on these contracts up to January 10, 1912, the sum of 22,637 Marks (approximately

\$5,659), and the question put up to us was whether or not we wished to assume these contracts and pay Mr. Graf the money he has advanced.

There is no question in my mind but that the contracts were made by Mr. Graf for the benefit of the company, because the contracts provide that the rights therein shall accrue to Mr. Graf's successor; but nevertheless, in view of the fact that the contracts have been made by Mr. Oref without first referring the matter to us, he states that he is quite willing to retain them personally, and he believes they can be made the source of profit. As a matter of fact, from the licenses granted to others to the use of the Opera "Eva", he had up to the time of my visit to Berlin received in royalties about 3500 Marks.

Before considering the contracts in detail, I will refer to those general features that are common to all of them.

The contracts provide that they may be extended for a further period of five years, provided notice of the cancellation of the contract is not given one year before the expiration of the first five-year period. The composers have no option to extend the contract themselves.

The agreement recites that they are to be interpreted according to the German law.

Oraf agrees to pay to the composer in each case one-helf of the royalty actually received by him, except on records made by Graf or his successor (meaning the Edison Cohpeny). On the latter records the composers receive a

royalty of 5% of the not selling price unless a lower royalty or license is fixed by law or established by decisions, and in the latter case the composer receives one-half of such lower royalty instead of 5%.

Each composer receives an advance payment, hereinafter referred to under the specific contracts.

In the case of Franz Lchar this advance payment is a yearly guarantee for five years, but with the other contracts there apparently is no such guarantee.

The contracts contain a provision that Graf is not responsible for the collection of royalties, and it is left to him to determine in what manner the royalties shall be collected.

Settlement is to be made half yearly, and the composer has the right to examine the books.

Except in the case of Franz Lchar, the componer agrees to satisfy the claims of authors of the texts and librattos, so that there will be no extra regulities in this respect.

The contracts provide for forfeitures or fines in the event of the composer failing to fulfill his obligations.

Craf agrees to take legal action "as far as possible" to stop infringements.

Each composer agrees to furnish Graf with the material of each musical work during rehearsal and at the latest at least four days before the first performance of the work.

#### Mr. Thomas A. Edison- 20.

These are the more important provisions of the several contracts, which are quite lengthy.

Specifically, the contracts in the individual cases with the names of the composers are as follows:

## Franz Lohar

The contract covers all works not published before October 3, 1911, for a period of five years from that date.

The advance payment to Lehar was 4,000 Crowns (about \$1000), with a corresponding advance each year.

The contract may be terminated by Graf (but not by the composer) by notice in writing "six months before the expiration of each agreement year".

Lehar does not agree to satisfy the claims of authors of texts and librettos.

# Heinrich Reinhardt

Contract covers all works published efter the expiration of present agreement with the "Ammre" (a German Copyright combination), for a period of five years.

Advance payment 2,000 Crowns (approximately \$500).

#### Richard Fall

All works published from June 15, 1911, for a period of five years, including two specified works, namely: "An Opera in three acts, still without title", by E. Notz, and "der Gelbe Karpfen".

Advance payment 1500 Crowns (approximately 3375).

#### C. M. Ziehrer

All musical works published from June 15, 1911, for a period of five years, including a work entitled "Ball bet Hofe".

Advance payment 2000 Growns (approximately \$500).

### Bela Lasky

"Barbara Fritsche" and all works published from

Mr. Thomas A. Edison- 21.

November 10, 1911, for a period of five years.

Advance payment 250 Crowns (approximately \$62.50).

# Bruno Granichstadten

Contract covers "Kasimir's Himmelfahrt" and all works published from Hovember 1, 1911, for a period of five years.

Advance 1000 Crowns (approximately \$250).

#### Henry Bereny

Contract covers "Die Blaue Fuppe" and "Die Deme von Maxim" and all works published from June 8, 1911, for a period of five years.

at the end of each year on six months' notice in writing.

Advance of 2500 Marks (approximately 3650).

# Robert Winterberg

The contract covers "Clo-Clo" and all works published from June 15, 1911, for a period of five years.

Uraf reserves the right to cancel the agreement at the end of each year on six months' notice in writing.

Advance 500 Marks (approximately \$125).

Contracts have also been made with Bedancki.

Dr. Willner and Loo Stein, writers of librattos for Prans
Leher, under which they permit their librattos to be used
in the works of Leher or made use of by Cref under the
contract at lump sums of 500 Crowns each, or a total of 1500
Crowns (approximately \$2.75).

I did not bring these contracts to your attention before leaving because I was not sure that I fully understood them, and I have therefore talked them over with Mr. Graf in Berlin. The total amount of cash disbursements aggregated \$5,659 already poid by Hr. Graf up to January of this year and about \$4,000 psychle during the next five years to Frans Laher, making a total of about \$9,500. In addition to this there would, of course, he royalties to be paid in case those selections are used.

Having the exclusive rights to the compositions of these composers for a possible period of ten years, we could, if the contracts are taken over, grant licenses to other telking machine manu-acturers and could probably make some money out of the proposition. The questions therefore to be considered are:

1. Shall we let Nr. Graf keep the contract and make what he can out of them, charging us, of course, the minimum royalties for such compositions as we may use, tegether with a small sum as an advance regment to cover the proportion of the advances already made by him?

2. Shall we take over the contracts ourselves, paying Mr. Graf the advances already made by him, and allowing him as our agent in Berlin to make as much profit as possible out of the contracts?

3. Shall we endeaver to sell the contracts to Copyrights, Limited (referred to on page 8 of this report), so that all the subscribers to that corporation may have the benefit of the contracts?

I would like to have your opinion on these questions. Personally, I believe that since the contracts were made by

Hr. Gref with the desire on his part to further our interests, we should either take them over or endeavor to sell them to Copprights Limited.

# DICTATING MACHINES

There seems to be a very good market for Dictating machinos in France, Belgium, Germany and Austria, although competition is very keen. The German machines are all cheaper then ours. While the Dictaphone, which is sold for \$100 in London, is sold for \$80 in Berlin. Short-term contracts have been made with dealers in France, Belgium and Austria to handle our Dictating machines on a basis of guaranteed minimum yearly purchases, but none of the guarantees have been made good, although these agents I believe are making every effort to introduce the machines. The arrangements can therefore be cancelled at any time at our option. Possibly, in order to meet competition, particularly in Germany and Austria, it may be necessary to somewhat reduce our selling prices, and I will have this matter looked into and see what can be done. The impression is that ours is the best machine; its reputation is good; it can command a higher price than competing machines. But it is now so much more expensive than other machines that sales are necessarily limited.

# STORAGE BATTERY

Regarding the Storage Battery situation, I saw Mr. Bergmann in Baden and found him looking in good health but oridently smarting under the sting of his recent financial troubles. He had gotten around to the point of view of attributing part of his difficulties to his experiences with the battery, and he stated to me that if the Banke had not had such an unfortunate experience with his Battery Company they would have been more lenient with him. He seemed to be like a man grasping at straws, and I believe he is anxious to sell the Battery Company at a substantial loss.

In talking about the contract, he stated that it had been extended by you when you were in Europe. I had never heard of this, but on returning to Berlin I saw the original contract and noted that you had endorsed thereon the following:

"This contract is hereby extended to Minetcen Hundred end Twenty. Thomas Alva Edison. Berlin, September 23. 1911."

I have advised Mr. Miller of this fact so that our copy here may correspond with that in Berlin.

I also had a number of interviews with Mr. Homnot in Berlin, Feris and London, and also an interview with Mr. Lieman in London, but I was particularly careful not to become involved in any controversy between them. Hr. Momnot insisted that Beach had given him the European rights to the Beach car, but aside from this he felt as the exclusive representative of the Edison Battery in Europe, he should also handle the street car end and not have it complicated by anything that Mr. Lisman might do. Homnot argued that Lisman was primarily interested in rehabilitating defunct horse-car and trolley lines, that it would be to his interest only to sell Beach

cars for those lines; that he would probably not be interested in introducing the Beach car on other lines; that he would certainly not introduce the Beach car on lines that compete with his own; and that therefore the introduction of the battery would not be so rapid as it would be in the hands of a syndicate that had to do only with the cars and had no connection whatever with the financing of tramcar systems. Mr. Monnot claimed that he could secure all the capital necessary to introduce the Beach car to as large an extent as possible. In discussing the matter with Mr. Lismon he stated that you did not want Monnot to interest himself in the financing of street cars or the financing of street car systems, but wanted him to devote himself exclusively to the introduction of the battery in all other fields that were opened up. I thought I recognized in this statement a suggestion as coming direct from you, and I therefore advised Monnot that in my judgment, in view of your wishes in the matter and what you had written to Lisman, he should cooperate with Lisman and not oppose him. I understand from Mr. Beach that Monnot and Lisman have now gotten together and will cooperate.

# PARIS

## FRENCH RECORDS

I spont only one day in Paris but had often discussed the situation with Mr. Gref, as a result of which I made up my mind that we ought to stop the expense of making any further records in that city intended for the French business. At the present time we are issuing about 10 records per month at the Baris office, and the sales are practically nething. This expense should be cut out, and I gave orders that no more records should be made in Paris intended for the Fronch popular list. At the present time we have sufficient masters to enable us to put out Prench records up to December, so that if you do not agree with me in this, the arrangement can be commoned again. It does seem to me, however, that this expense is unnecessary and that if we want to make records for use in Frence the masters can be made in London. If the Disc develops and the business can be done in France to a sufficient extent to warrant again starting a recording plant in Paris this can be done.

# PARIS OFFICE

At the present time we have no office in Paris but maintain a storehouse at Lovallois, the rent of which is \$300 per year, and from this the small amount of business that we do in France is handled; but there are no feeilities for headling the film business and, consequently, our film business in France is very small, averaging only about 18,000 feet per week. Some of the other American manufacturers are doing much better in Feris, and both Hr. Graf and Hr. Elemann felt that if we could have a small office in the city from which our films could be shown there would be a much better opportunity of accomplishing something. Also, an office in the city would enable us to do business more effectively with Caumont, and Hr. Lohmann tells me that there ere attill a few rotail oustoners in Paris who could be supplied from that

Mr. Thomas A. Edison- 27.

office. I therefore authorized him to look around for a small office in Paris where he could looke himself and from which films might be shown, a limit of \$1,000 annually being placed for added expense of rent, etc. Even if no additional business is done, the small added expense of this office will be probably justified by the increase in efficiency in handling the present arrangement with Gausont.

The above are the principal things I attended to in Europe. A great many minor matters were taken up, such as considering patents that were offered for sale, examining new machines introduced by competitors and examining various propositions in which it was hoped we might become interested. I also saw a great many people, many of whom were your personal friends, and all of whom wiched me to extend to you their best visibles.

In addition to accomplishing certain specific things, I think that my European trip was advisable because of its psychological effect. The various employees in London. Berlin and Paris had not been visited for three years by an efficer of the company and had gotten to feel that they were out of touch with us here and that we cared very little whether they were successful or not. The depression in the phonograph business had also made them discouraged. I was able to give them encouragement for the future, and I am sure that they will take more interest in their work than they would if I had not gone.

Yours very truly, Frank & Dyan President.

FLD/IWW

phone

Mr. Wobor:

Referring to storage space, Mr. Edison has agreed to our using such portion of the lower floor of coment cabinet building as Boldermons does not require to go on with his experiments, and on taking the matter up with Holdermons, I find we can have ever one-half of the lower floor by removing and cleaning out such stuff as is now there. It seems to me we are more conjected in the cabinet finishing room than anywhere clas, and as this room is now largely occupied by Amberola or A-256 dies cabinets, for which we will probably have no use for the next six nonths at least, I think you should arrange to move some of these cabinets over to the building above mentioned at once. Do not lot fire risk provent your making this move as if considered necessary we can insure the cabinets with outside parties.

I noticed the water dripping through from the second floor

I noticed the water dripping through from the second flocin some places in the coment subinet building and, of course, steps should be taken to prevent this. Perhaps it would be necessary to cover the cabinets with cilcioth or targanlin.

9/5/12. C.H.W.

Copies to Mossrs. Edison: Dyor.

Messrs. Dolbeer: Pelzer: Farrell: Hudson: Durand: Weber: Hird: Youmans: Ireton: Stevens:

From now on and until further advised Mr. Edison desires to know what complaints are received from the public, customers and all sources, regarding our machines, workmanship and attention As it will be impracticable to send in the original to business. letters containing these complaints for the reason that in most instances they also contain orders or some other matter which necessitate their being kept in their respective departments, you will please have copies made of all complaints of the nature described and send them to Mr. Hird, who will hand them to me at the end of each week and I will see that Mr. Edison gets them.

9/5/12. Copiesta to Messrs. Edison: Dyer.

# ATTACHMENT/ENCLOSURE

Whom Hereafter collect each week all
Letters need from the public environery,
and all sources, complaints, regarding
our machines work and extention to
becreased - Including all of our
lines of goods, I want these sent
me inequiporty.

Form 57 6-15-12 loads. A PE MV

THOMAS A. EDISON, Incorporated

# Mosting of Manufacturing Committee

# Hold September 6th, 1912

Present: Messrs. Dyor, Wilson, Weber, Hutchison, Redfesrn & Hird: Metal Stand for School Phonograph Outfit.

A sample of Hotal Stand for School Phonograph was exhibited shorting changes in the design from the original. The new model was suproved and am order for 500 was authorized. Order placed with the Toledo Motal Furniture Company, Toledo, Ohlo, at \$4.00 cach, fo.0. 70ledo - 100 to be delivered at once, belonce as required.

# Changes in Model "B" Projecting Kinetoscope.

A Model "B" F.K. Mochanism was exhibited showing the following charges made necessary on account of complaints from users.

aron usures let. An oiling system for outside simtter mechanism let. An oiling system for outside simter mechanism let. Aperture Plate protected insuring uniform bearing curface for film. Wat. Film Goad with the commodate state protect of the commodate of the c

# Typowritor Table for Dictating Machine.

A sample of metal Stand for Dictating Machine was submitted from The Toledo Motal Furniture Company The Stand having folding sidem made of quartered Oak which when opened out furnish a Book Root on both mides of the machine. The Rell Top is of meth and when thrown back reveals two shelves for holding Voice writing Blanks in the rear of the machine.

It was proposed to list this Outfit at \$125.00 and an order for ten cabinets at \$10.00 each f.o.b. Toledo was authorized.

# A-80 Mahogany Cabinets.

A sample cabinet with a Top Grill made in two parts to meet the requirements of the Legal Department was exhibited and approved. An order for 1800 was authorized to be placed with John Somma, N.7.0. at 57.50 each net, subject to the approval of the Directors.

# Amberola "V" Mchogany Cabinots.

An order for 1500 Mahogany Cabinets was authorized to be placed with John Somma, N.Y.C. at \$9.00 each not subject to the approval of the Directors.

Amberola "VI" Mahogany Cabinets.

An order for 3000 Mahogany Cabinets was authorized to be placed with John Somma, N.Y.C. at \$8.00 each not, subject to the approval of the Directors.

Name for Loud Speaking Phonograph.

The name chosen for the Loud Speaking Phonograph was The Edison Kinetophonograph.

A. M. Hird,

Socretary.

MMiller - 9/12/12

The Jorman of Electops.
is in Laborating Pay Boll and out the men on Sax Sax pay will.

The Jornan Should be no Dar Jue. Pay will.
So dor should Bliss and prosity Langley. MMAL

## [ATTACHMENT/ENCLOSURE]

1 P 6 22

Sept. 17, 12

## Mr. C. H. Wilson:-

This being the closing day of our pay roll, I have this day removed the following men from our list.

D. M. Bliss Chief Engineer
S. G. Langley Superintendent

J. O. Lyman Forenan
J. Johnson Draftsman

J. Zabo Draftsman

J. Pfaff Armature Winder
L. K. Simpson Armature Winder.

"Mr. Hutchison notified us to-day that the experimental work has been completed and that the above should be carried on the T. A. E. Inc. pay roll, beginning Sept. 18th 1912.

THOMAS A.EDISON.

FRANK L. DYER,

# Thomas A. Edeson, Inc.

Edison Phonographs and Records
Edison Printent Batteries
Edison Kingtoscopes and Motion Picture File
Hison Diesting Machines

PARIS
BERLIN
SYDNEY
BUENOS AIRES

Kingtoscopes and Motion Picture Fi Hison Dis Piting Machines Folson Hom, Kinetoscopes and Motion Picture Films

November 9, 1912.

Mr. Thomas A. Edison, Orange, N. J.

Doar Mr. Edison:

I respectfully request that you will permit me to retire from my present position, the resignation to take effect December 1, 1912, or at an earlier date if you wish it.

The coming on of the Disc Phonograph I hope will mark a period of great prosperity for you, and I think it better that my successor should take charge of the business at the start rather than later on.

My reasons for resigning are the following:

1. My present position is quite untenable.

Many outbordinates are reporting directly to you, and I
have resson to believe that in a number of cuses you have
indicated to them that you have lost confidence in my ability or capacity. Rumors of this sort naturally spread
very rapidly and destroy all possible authority. I cannot
remain in a position where I might be held responsible for
conditions over which I have no control.

. Mr. Thomas A. Edison- 2.

2. My present place of anxiety is intelerable. In addition to the worries incidental to a business of this size, both in a correction and legal sense, there are the additional worries of trying to please you and of trying to carry your ideas into effect. Furthermore, and by no moons least, there are the worries and anxieties due to disorganization resulting from gossip and runors of all sorts, which are gradually undermining the entire organization and reducing the efficiency of the force.

So far as my present affairs are concerned, I have accepted the situation in a spirit of entire philosophy. I have cortainly labored to the very best of my ability during the past four and a half years to carry on your business, and I have a feeling of satisfaction in knowing that I have been conscientious and have worked to the utmost of my capacity.

In my recent talk with you, you criticised me quite severely, but I do not think that your criticisms were fair or just. I believe that you do not appreciate the amount of work I have done and what I have accomplished. There have been satisfactory developments in moving pictures, primary batteries, business phonographs and numbering machines. These lines have all progressed since I took charge and are still progressing. The Motion Ficture Patonts Company is a very profitable enterprise, which was built up and held together almost entirely by my individual

efforts: the General Film Company is also a profitable venture, and I believe will continue so for many years; the contracts I have made for you and the negotiations I have conducted for you have certainly been profitable. not believe that any man, no matter how able, could have prevented the decline of the phonograph business; that business has declined solely because we have been trying to sell goods for which the market is disappearing. This situation was recognized by me within a few months after I took charge here: I hired a man on my own responsibility to experiment on the Disc machine in a room in New York where no one would know about it, and when those experiments were finished they were brought to your attention by making the demonstration behind a curtain. The present Blue Amberol record, which I hope may revive in a measure the interest in the cylinder product, was adopted only after persistent efforts of Mr. Wilson and myself for more than two years to have you do so. I believe that if the Blue Amberol record had been taken up more promptly the decline in the business might have been arrested.

In conclusion, I have several suggestions or recommendations to make:

 Up to October 31, 1912, I am ontitled to receive \$9,997.00, as per statement from Harry F. Hillor.
 My share in the reserve fund is \$7,000.00, making a total of \$16,997.00. I owe the various concerns here \$7,951.81, which leaves a balance due me of \$9,045.19. I will be much obliged if you will let me have a check for this amount.

- 2. I presume you will wish me to remain until my successor shall have become familiar with the dutice of my position. This I will be very glad to do, and at all times in the future I will be only too glad to be of any help to you that I can.
- 3. With the closing up of the foreign offices as you anticipate and the bringing of Nr. Cromolin over here, I recommend that he take my place as President of the Motion Picture Patents Company. It is most important that a men should be selected in whem the manufacturers shall have confidence. I think Mr. Cromolin would be a good men for this position. And I suggest also that he be placed in charge of your moving picture interests, as he is very much taken up with that branch of the business.
- 4. I recommend that Mr. Pelser take my place as your representative on the Board of Directors of the General Film Company. He is thoroughly femiliar with the buciness, is homest, and would look out for your interests. He is popular with the other members of the Board, and I know that there is a strong feeling among the Directors to keep the Board composed as for as possible of the men in whom they have confidence and know personally.
- 5. I have been billed with the cost of the taxicab used by me, and I think this charge should be can-

celled. It amounts to \$2875.73. Most of the heads of departments are supplied at the present time with electric machines, and I think it only fair that I should have had the use of a machine myself. Of course, in the case of my gasolone car I have always stood the expense of running it.

Finally, in severing my relations with you permit me to say that I have regarded the opportunity of being associated with you so long as a very great privilege, and I shall always entertain for you the strongest feelings of admiration and personal affection.

FID/IWW

Yours very truly,

(The following is an official statement of the facts concerning the recent resignation of Mr. Frank L. Dyer from the Presidency of Thomas A. Edison, Incorporated, and other Edison interests at Orunge, New Jersey.)

Mr. Dyer, besides having the executive management of many of Mr. Edison's Companies, had other interests which demanded part of his time. These interests have grown so extensive of late that he has felt for some time that he was unable to do full justice to the multitudinous duties which his various connections involved, and, as a duty to himself, to Mr. Edison, and to the enterprises with which he was connected, decided that he must curtail his numerous responsibilities.

After reflection he came to the conclusion that he would withdraw from his service to the Edison Companies and, therefore, tendered his resignation to Mr.Edison, who accepted it with regret. Mr. Edison has concluded to assume the francis by Mr. Dyer's resignation.

The details of the business of the Edison Company at Orange have been in the hands of Mr. C. H. Wilson as General Manager for a number of years, and he will retain his position and in addition has been made Vice-Fresident of the Company. Hr. Edison takes the Presidency is order that he may direct the policy of the Company in addition to the technical details which he has always had charge No other changes in officials or personnel of the Company will be made.

OR WE

The end of the Committee of the Committe

All business of the company shall be conducted in harmony with the organization outlined herein and through the channels indicated.

### PRESIDENT: MR. EDISON.

Will dictate the policies of the company and determine by the reports herainafter provided whether the acts of subordinate officers, department heads and department committees are intelligently in accord with such policies.

Will pass upon all contracts except those executed on approved forms in the regular course of business.

Will, as far as possible, determine in advance the company's policies for each fiscal year, in order that subordinate officers, and department heads may plan their work with adequate fore thought and proper attention to detail.

Executive Committee any action proposed by any subordinate officer, department head or department committee whenever he considers such proposed action improvident or 111 advised.

Is a member of the Executive Committee.

BOARD OF DIRECTORS: AS AT PRESENT CONSTITUTED.

Will perform its legal duties.

### EXECUTIVE COMMITTEE MR. EDISON, MR. WILSON & MR. MAXWELL.

Will engross the general policies of the company as determined by the President or by the Committee.

Will assist the President in his consideration of the reports received from subordinate officers, committees or department heads.

Will assist the President in his consideration of matters of policy.

Will consider and act upon such proper matters as its members bring before it.

May refer to department committees such matters as it desires to have considered and reported upon by those committees.

### VICE PRESIDENT AND GENERAL MANAGER: MR. WILSON

In the immediate superior of the 2nd Vice President, Treasurer, Secretary, Legal Department, General Auditor and Statistical Department.

Shall receive copies of all periodical reports and the minutes of all committee meetings.

To him shall be referred all matters wherein the policy of the company is not clear to the aforesaid officers and departments; and all questions of such import that said officers and departments are unwilling to assume the responsibility of deciding them.

Will enforce the observance of the policies of the company by all subordinate officers, departments and department head acting as far as possible through the proper subordinate officers.

Will promulgate the decisions of the President and Executive Committee:

Will decide all matters referred to him wherein the policy of the company is clear to him.

May invoke the decision of the President or Executive Committee on any subject he desires to present.

May call on any department committee for consideration of and a report upon any subject.

Will perform the legal duties of his position.

In the general supervisor of the Purchasing Department, Requisition Department, Traffic Department, Shipping Department, Picture Committee, Record Committee and Office Manager.

Will render to the President such reports as the latter shall require from him.

Mr. Hird shall be the direct assistant of the Vice President and General Manager in respect of mechine production and matters pertaining thereto; Mr. Mehr shall act in a similar capacity in respect of Phonograph record production.

Is a member of the Executive Committee.

### 1-1-1-1-1-1-1-1-1

### DEPARTMENT COMMITTEES: AS FOLLOW:

Amusement Phonograph; Home Kinetoscope; Professional Kinetoscope; Kinetopone; Dictating Machine; Electrical Department; Educational Department; Primary Esttery; Estes Numbering Machine. Bach committee to consist of the 2nd Vice President, the department Sales Manager, the Advertising Manager, Foreign Department Manager, the production olerk and the laboratory engineer. The President and Vice President and General Manager are ex-officion emembers of each committee, The Assistant Sales Manager of the assumement Phonograph Department is a member of that department committee.

The purpose of these committees is as follows: IST. To consider all complaints and take concerted action for their correction. 2MD. To formulate sales plans and insure concerted action in the execution theereof. 3RD. To insure concerted and harmonicus action on the part of Sales, advertising Production and Engineering Departments, 4HH. To define and make an official record of the respective obligations and undertakings of each. 5HH. To reduce to the minimum the time occupied in necessary interdepartmental negotiations.

Each of the aforesaid committes will hold regular meetings at as frequent intervals as shall be necessary to.accomplish the purpose above set forth.

The President, the Executive Committee, the Vice President and General Manager or the 2nd Vice President may require special meetings of any of the aforesaid committees.

The minutes of all committee meetings shall be prepared in the following manner: 187. There shall be presented in brief and consise form the decisions reacceder action recommended and the names of three assenting careeders. The deserting opinion, if names of three assenting form with the names of three dissenting, shall appear in the form with the manes of three dissentings of 32D. In explicit be next attached, together with any data considered the medical teather of the contraction of the subject by the President, the Executive Committee and the Vice President and General Manager. Cories of the minutes of each meeting shall be promptly transmitted to the President, the Vice President and General Manager and to each member of the committee.

There the decision of a committe is on a debated question of pulsey, the expenditure of money not expressly provided for, or shonever a dissenting minority so demands, such decision shall take the form of a recommendation and, unless previously approved, no ruch recommendation shall so into effect for three days following the delivery to the President and Vice President and General Manager of the minutes containing it.

Where immediate action upon such a recommendation is necessary, the 2nd Vice President will confer with the 1st Vice President and General Manager.

Any committee member may invite the attendance at a committee meeting of any official or employee whose attendance be considers desirable, and the committee may excuse production men or engineers from any meeting at which their presence is not required.

### :::::::::

### 2ND VICE PRESIDENT -- MR. MAXWELL

Is the immediate superior of the Advertising Manager and the Sales Managers of the various departments.

Is the direct assistant of the Vice President and General Manager in all matters of policy, sales and administration.

Shall receive copies of all periodical reports made by the aforesaid persons for the consideration of the President, Executive Committee and Vice President and General Manager.

To him shall be referred all matters wherein the policy of the company is not clear to the aforesaid persons and all questions of such import that they are unwilling to assume the responsibility of deciding the same.

Will decide all sales questions submitted, if the policy of the company is elear to him, but where it is not, will, and in all other cases may, invoke the decision of the Vice President and General Manager or the Executive Committee.

Will pass upon all general letters before they are turned over to the Advertising Department.

Shall be consulted in regard to the appointment of Jobbers.

Shall be consulted concerning the selection of traveling man.

Will render to the President and Vice President and General Manager such reports as shall be required of him.

Shall make suggestions and give directions for the promotion of sales in harmony with the policy of the company.

 $_{\mbox{\scriptsize ]S}}$  a member of the Executive Committee and all department Committees.

### ::::::::::

### TREASURER - - - MR. BERGGREN.

Is general supervisor of Cashier's Department, Pay Roll

Department, Credit Department, Bills Receivable, Bills Payable and Insurance.

Will decide all questions arising in respect of any of the foregoing departments or sujects if the policy of the company is clear to him, but where it is not, will, and in other cases may, invoke the decision of the Vice President and General Manager.

Will render to the President and Vice President and General Manager such reports as shall be required of him.

Will perform the legal duties of his position.

### 11111111

### SECRETARY - - - MR. BERGGREN.

Will prepare and act as custodian of the minutes of directors' meetings. Will act as custodian of the company's records, files, stationery and supplies. Will supervise the incoming and outgoing mail, telegrams and telephone service.

Will decide all questions arising in respect of any of the foregoing subjects, if the policy of the company is clear to him, but where it is not, will and in other cases may, invoke the decision of the Vice Fresident and General Manager.

Will render to the President and Vice President and General Manager such reports as shall be required of him.

Will perform the legal duties of his position.

### ::::::::::

### GENERAL AUDITOR: MR. ECKERT

Will act as general supervisor of auditing and inventory, and of the bookkeeping, costs and billing departments.

Will decide all questions arising in respect of the foregoing departments or subjects, if the policy of the company is clear to him, but where it is not, will, and in other cases may, consult the Secretary and Treasurer or invoke the decision of the Vice President and General Manager.

Will render to the President and Vice President and General Manager such reports as shall be required of him.

### LEGAL DEPARTMENT: MR. HOLDEN, GENERAL COUNSEL.

Will attend to all patent matters. Price cutting cases, the drawing of contracts and agreements and all other legal matters.

Shall be consulted concerning all matters of the above character, and no contracts shall be entered into unless the form of contract has been approved by the Legal Department.

Will decide all legal questions if the policy of the company is clear to him, but where it is not, will, and in other cases may, invoke the decision of the Vice President and General Manager.

Will render to the President and Vice President and General Manager such reports as shall be required of him.

Will report direct to the President in respect of pending patents, patent infringements and patent litigation.

### STATISTICAL DEPARTMENT: MR. FROST

In charge of Statistics, Charts and Accident Insurance.

Will render to the President and Vice President and General Manager such reports as shall be required of him.

### PURCHASING DEPARTMENT: MR. LEEMING

Under the direct supervision of the Vice President and General Manager.

Will purchase all supplies and materials, return rejected material and dispose of scrap.

### REQUISITION DEPARTMENT: MR. YOUMANS

Under the direct supervision of the Vice President and General Manager.

Will make out all shipping orders on factory, prepare all records of shipments, when and where made, reports of orders received, shipments made, etc.

### TRAFFIC DEPARTMENT: MR. ROGERS

Under the direct supervision of the Vice President and General Manager.

Will determine freight rates, classifications and routing; handle claims; and accelerate transportation service.

### SHIPPING DEPARTMENT: MR. RILEY.

Under the direct supervision of the Vice President and General Manager.

Will be in charge of all shipments and will work under approved instructions of Traffic and Requisition Departments.

### PICTURE COMMITTEE

Under the direct supervision of the Vice President and General Manager.

Will pass on new pictures for Professional and Home Kinetoscopes; advise and co-operate with the Negative Studio.

### RECORD COMMITTEE

Under the direct supervision of the Vice President and General Manager.

Will pass on new records except as to technical portion which will be attended to by the President until he is satisfied that it is properly organized, make up new lists subject to the policies of the President; advise and co-operate with the Recording Department.

Will prepare comprehensive minutes of all meetings, copies of which shall be sent to the Fresident, Vice President and General Manager, 2nd Vice President, Advertising Manager, Phonograph Sales Manager and head of Educational Department.

### OFFICE MANAGER: MR. BERGGREN

Under the direct supervision of the Vice President and General Manager.

Will superintend the distribution of office supplies, furniture and fixtures. Will control the arrangement of offices.

Will employ or shall be consulted concerning the employment of all office help.

Shall be custodian of all applications for employment and all data concerning employees who are considered worthy of promotion. These files shall be consulted by any officer or department head who requires the service of any character of employee.

### Will supervise office help.

Will, as far as possible, centralize the clerical and transcribing work with a view to accomplishing the work of all departments with economy and despatch.

Will be responsible for the prompt and accurate transcribing of correspondence.

### ADVERTISING DEPARTMENT: MR. L. C. McCHESNEY, MGR.

Is the general supervisor of all advertising.

Will decide all advertising questions if the policy of the company is clear to him, but where it is not, will, and in other cases may, invoke the decision of the 2nd Vice President.

Will render to the Fresident, Vice President and General Manager and 2nd Vice President such reports as shall be required of him.

Is a member of all department committees.

### SALES MANAGERS

Foreign Department Ammsement Phonograph Diotating Machine Educational Dept. Kinetograph Dept. Kinetophone Dept. Primary Battery Bates Numbering Machine Electrical Department	Mr. Stevens Mr. Dolbeer Mr. Durand Mr. Ives Mr. Pelzer Mr. Pelzer Mr. Hudson Mr. Burnham Mr. Durand.
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### EACH SALES MANAGER AND THE ASSISTANT SALES MANAGER OF THE AMUSEMENT PHONOGRAPH DEPT.

Will decide all sales questions arising in his department if the policy is clear to him, but where it is not, will, and in other cases may, invoke the decision of the 2nd Vice President.

Will render to the President, Vice President and General Manager and 2nd Vice President all reports required of him.

Will be the executive officer of his department and responsible for the conduct of department affairs by himself, his subordinates and traveling force.

Will, in addition to such other reports as may be required of him, prepare a monthly report in a manner to be specified for the information of the President, Vice President and General Manager and End Vice President.

will approve contracts with Jobbers and Dealers (saide from company in repect of contracts, matters who address other cofficials of the company in repect of contracts, matters to the company in repect of contracts, matters to being threaded that the sales manager shall not as the sales executive of his department, and that

the policies of the company and such decisions as may be made by superior officers are to be put into effect by him.

Each sales manager shall have an assistant of sufficient ability and training to effectively carry on the work of the department in the sales manager's absence.

Is a member of his department committee.

The Manager of the Foreign Department is a member of all department committees.

The Phonograph Sales Manager shall in addition to the foregoing act as a Special Representative for the Amusement Phonograph Department and Educational Department, with the following duties.

Will be in charge of all exhibitions.

Will supervise in the field the work of all Phonograph salesmen, whether in our employ or in the employ of others.

Will visit Phonograph Jobbers at frequent intervals.

Will render to the President, Vice President and General Manager and 2nd Vice President such reports as shall be required of him.

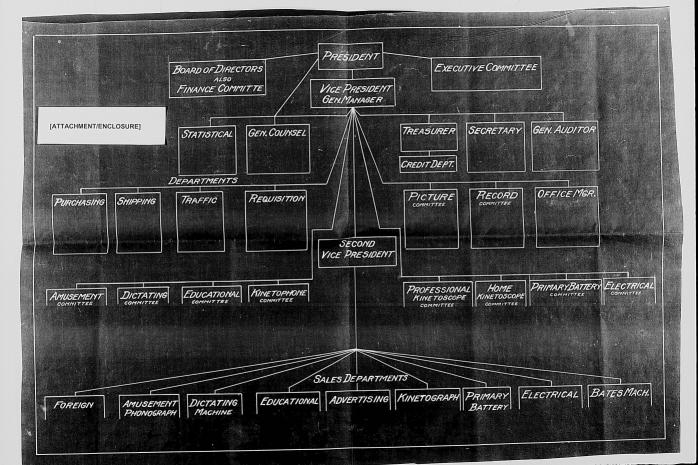
Will supervise sales promotion work in the field for the Phonograph and Educational Departments and is charged with the duty of obtaining co-operation from Jobbers, Dealers and Salesmen.

Department, the Assence of the Sales Manager of the Phonograph Department, the Assistant Sales Manager shall have full power as responsibility to account the Assistant Sales Manager shall have full power to the Sales Manager, shall continue responsible therefor although he may consult with the Sales Manager.

The foregoing is effective immediately.

C. H. WILSON.

December 16, 1912.



A E STORY

Messrs. Burnham, Dolbeer, Durand, Hudson, Ives, McChesney, Maxwell, Pelser and Stevens, Hutchison, Gall Farrell, Green, Baldwin, Ireton, Langley, Hird and Mehr.

Please take notice that regular meetings of the various department committees are hereby fixed as follow:

BATES MACHINE: Commencing January, 1913, the third Friday in every month at 2:00 P. M.

AMUSEMENT PHONOGRAPH: Commencing December 20, 1912,

every Friday at 10:00 A. M.

<u>DICTATING MACHINE</u>: Commencing December 24, 1912, every other Tuesday at 2:00 F. M.

ELECTRICAL DEPARTMENT: Commencing January 10, 1913,

every other Friday at 5:00 P. H.

PRIMARY BATTERY: Commencing January, 1913, second

Friday in every month at 2:00 F. M.

<u>KOUCATIONAL DEPARTMENT</u>: Commencing December 24, 1912
every other Tuesday at 3:00 F. M.

PROFESSIONAL KINETOSCOFE: Commencing Jenuary 14, 1913 every other Tuesday at 2:00 P. M.

HOME KINETOSCOPE: Commencing December 24, 1912,

every Tuesday at 10:00 A. M.

KINETOPHOWE: Commencing December 20, 1912, every ether Friday at 11:00 A. M.

As no further notice of regular meetings is centemplated, it is expected that each committee member will carry a tickler on the committees to which he belongs, and present himself promptly at the hours and on the dates specified herein. Engagements in conflict with committee meetings should be avoided as far as possible and visitors should not be permitted to interfere with attendance upon any committee meeting. Monattendance upon committee meetings by committee members will be viewed as neglect of duty.

All committee meetings will be held in the Executive Committee Room at the General office in Orange, N. J.

The 2nd Vice President will act as chairman of every committee and dictate the minutes of each meeting to a dictating machine while the committee is in session. He will cause copies of the minutes of every committee meeting to be sent to each member of such committee and to the President and Vice President and General Manager.

In the absence of the 2nd Vice President, a chairman shall be chosen from and by the members present, whose duties in respect of the meeting over which he presides shall be as above set forth.

Committee meetings shall be conducted in accordance with such rules of procedure as the 2nd vice President considers necessary to the prompt and ordesly transaction of committee business.

Any member desiring a special meeting of a committee of which he is a member should communicate such fact to the 2nd Vice President. Regular meetings may, where necessary, be continued beyond the alletted time of such meeting by temperary adjournment to any hour not in conflict with other committee meetings.

The Roll of each committee in addition to the President /

and the Vice President and General Manager, who are ex-officio members of every committee, and the 2nd Vice President, Advertising Manager, and Foreign Manager, who are regular members of every committee as follows:

BATES MACHINE: Mr. Burnham - and Production Man.
AMUNERMENT PHONOGRAPH: Mesers. Delbeer, Ireton, Hird

and Nehr.

DICTATING MACHINE: Mr. Durand - and Production Man.
MEETRICAL DEPARTMENT: Messrs. Durand, Langley,

Hutchison and Production Man.

PRIMARY BATTERY: Mr. Hudson.

EDUCATIONAL DEPARTMENT: Mesars. Ives, Dolbeer,

Ireton, Pelser and Farrell.

PROPESSIONAL KINETOSCOPH: Mesurs. Pelzer, Green and

Gall.

HOME KINETOSCOPE: Mesers. Pelzer, Farrell, Baldwin

and Gall.

KINETOPHONE: Messrs. Pelzer, Green, Farrell and

Hutchison .

Any committee member may invite the attendance at a committee meeting of any official or employee whose presence he considers desirable.

As stated in Key to Organization Chart, production men and engineers who are members of a committee may be excused from any meeting at which no matters concerning them are to be discussed.

In the unavoidable absence of a department Sales

Manager, his assistant shall act in his place.

The minutes of committee meetings shall be transcribed in single space with two spaces between pergraphs on paper of size suitable to be bound in a minutes book binder. Rach member shall preserve in readily accessible form the minutes of all meetings of which he is a member. Each department Sales Manager shall promptly import to his subordinates any cosmittee action with which such subordinates are concerned.

As to the jurisdiction and authority of depurtment committees and the procedure where disagreement arises, see Key to Organization Chart.

C. H. Wilson

Dec. 17, 1912.

Mem

Hessrs. Laushway, Hird, Youmans, Pelzer, Hudson, Durand, Dolbeer:

In view of the decision by Mr. Edison to eventually close our European offices so far as the Admenent Phonograph business is concerned and to handle the Home P. K. and Dictating Hackine business under somewhat different arrangements than heretofore, all of which has been placed under the control of Mr. Stevens to follow up and carry out, it is imperative and necessary that all orders and communications eminating from the European offices be referred hereafter to Hr. Stevens, and he will put them through after conferring with the different department managers in the proper manner.

The Mailing Department will therefore hereafter send All European orders and correspondence to Mr. Stevens for his information and attention.

Copy of the instructions issued by Mr. Eddson concerning the department in which you are specially interested and the method of handling the same will be sent you for your information.

CHW/IWW

C. H. Wilson.

(Copies to Messrs. Edison, Eckert, Berggren, Stevens)

E. P. Works

TO ALL WORKS FOREMEN:

In view of Mr. Weber's resignation, to take effect December 28th, Mr. Waterman will until further advised act as Supervisor of all departments of the Edison Phonograph Works, with the exception of the following departments:

Shipping Dept. Box Making Cabinet Making Cabinet Finishing Phonograph Testing Packing Home Film Professional Film Electrical Kinetophone Testing Phonograph Final Inspection

These departments will be under the supervision of their respective foremen, who are to co-operate & consult with Mr. Waterman where the work done in their departments is essential to the final completion of machines or work which comes under Mr. Waterman's supervision.

Also, until further advised, Mr. H. T. Leemin; will act as Direct Assistant to the General Manager on all factory matters. thereby assuming such factory work as has heretofore been handled by the General Manager. All details concerning the factory should therefore be taken up by Mr. Waterman or the different department supervisors above mentioned with Mr. Leeming, who, if unable to decide on them himself, will take the matter up with the General Manager.

These instructions do not prevent Mr. Waterman or any of the department supervisors from coming direct to the General Manager where they consider it necessary or imperative in order to obtain quickest and best results; it does mean, however, that Mr. Leeming is to have charge of the detail work.

Until further advised, Mr. Leeming will, in addition to the above mentioned work, also continue as Furchasing Agent, with Mr. Cheshire as his First Assistant, by whom all routine work and regular Purchasing Department details will be handled.

Mr. Hird, who has heretofore acted as assistant to the General Manager on factory matters, will devote his entire time to the Phonograph Department, and will have full charge of and be responsible for the laying out and following up of work pertaining to this department.

C. H. Wilson, Vice-Pres. & Gen'l Mgr.

Porm 57 11-26-12 bom

THOMAS A. EDISON, Incorport

Minutes of of Scholar Sching called by Mr. Wilson To Discuss Ways and Means for Handling Phonograph Dept. Requisitions, Reports, Rtc., Held December 26th at 10:00 A. E. In the Executive Committee Room, and attended by

Mesors. Lessing. Rokert, Youmans, Hird, Felzer, Berggron, Wetzel, Iroton, Dolbeer, McChesney, Stevens, Burand, Wilson and Maxwell.

After discussion it was decided to split up the Requisition department as at present constituted and hereafter have all requisitions handled by the respective departments as follows:

Phonograph department requisitions to be hominteresting to the little and requisitions to the kinetograph, little that the little and requisitions for the kinetograph, little that the little and little and little and little jurisdiction of the respective saids managers of such jurisdiction of the respective saids managers of such the each saids manager to appoint a competence that the proposed immediate charge of such work proposed the little proposed the little Morks and blacks Saidhine requisitions are to be handled by Er.

In order to facilitate the present handling of each department's requisitions of the various departments, it was decided that each department's requisitions must be a decided that each department's requisitions are serial must be a serial result of the serial must be a serial result of the serial must be a serial result of the department starting with No. 1. Some changes in the serial must be a 
The Foreign department will be mimbled with requisition blanks by the various departments and will make out its requisitions on the proper colored blank, according to the merchandles requisitioned. The Foreign department will mean upon each copy of every requisition the worst #70MEMID JEANTMENT\* and such instructions as are necessary in regard to marks, cubic contents, weights, cit

There occurred an extended discussion of the whole the property of the sub-committee was especiated, consisting of Hosurs. Westel, Hird, Lemming and Mokert, for the purpose of revising those forms. They will also submit to br. wilson a list of the persons who, in their judgment, should receive the various report forms. It is intended that the number be nomewhat reduced.

-04

There occurred a discussion of how renair shop orders are to be incaded. It was decided that each department illhandle its own repair orders and issue the above the Each department shall obtain a blander of the control of repair chop orders shall be insued therounder.

C. H. Wilson.

Vice President & General Manager.

Copies to those in attendance and to br. Edison.

### Edison General File Series 1912. Thomas A. Edison, Inc. - Accounts (E-12-81)

This folder contains documents relating to the financial affairs of Thomas A. Edison, Inc. Among the documents for 1912 is a comparative statement of earnings and expenses for the periods March-August 1911 and March-August 1912. Also included is a copy of the accounting codes assigned to the various departments, as revised in June 1912. The faint purple ink may be difficult to read.

All of the documents have been selected.

## THOMAS A. EDISON, INCORPORATED

(+

### Statement of Earnings & Expenses for six months ending 31st August 1911-12

Rased on an estimated gross profit determined by using the percentage of gross profit reslized for the fiscal year 1911.

t t 6 t GUANTITY VALUE	2,889 20,324,58 2,606 13,605,10 2,606 13,605,10 2,711 6,711 6,711 9,711 146,505,11 9,711 146,505,11 1,946 17,105,10 1,971 1,105,10 1,971 1,105,10 1	\$2,177,129.22 	20, 500.00  6, 500.00  6, 500.00  7, 500.00  8, 500.00	3,503,26 9.35 9.37,00 9301,167,35 menemenen
quantiy value	2,487 113,283,72 13,402 19,283,98 15,402 19,283,98 15,102 10,283,98 1,122 17,888,98 1,122 17,888,98 1,122 17,888,98 1,122 17,888,98 1,123 17,888,98 1,123 17,888,98 1,123 17,888,98 1,123 17,888,98 1,123 17,888,98 1,123 17,888,98 1,123 17,88 1,123 17,8	\$1,976,609,47	1, 12.5, 19.7  1, 12.5, 19.7  1, 12.5, 19.7  1, 12.5, 19.7  1, 12.5, 19.7  1, 12.5, 19.7  1, 12.5, 19.7  1, 12.5, 19.7  1, 12.5, 19.7  1, 12.5, 19.7  1, 19.	664.09 504,979,53 660,12 PHOTITS \$208,293.66
SALES	Dicating knothers  "Entaine"  "Entaine"  "Dication Recove  "One Proceedings  "Entained to the control of the co	TOTAL SALES GROSS PROFITS	Michating landings    Shorting     Shorting	TIMATED NET

### THOMAS A. EDISON, INCORPORATED

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# Statement of Expenses six months ending 31st August 1912 - 1911

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1	12,276,16 29,554,70 13,732,57 45,404,93	1,880,75	7,260.74	126,774.08 12,474.20 655.07	668.37 3,219.16	424.21 52,608.41	7,095,39	5,249.81	59, 378, 34 2, 986, 89 3,007, 64	1,130,02	7,568,58 5,886,82 5,371,81	5,477.32	722,02	664, 68 4,005, 65	4,703.89	393,12		\$470,453.98		2,617.73 74.45	41.60	204.76	814.27 814.27 7 049.17	1,216,54	\$ 21,744.56		1,25		2,556.42	213.54	\$ 20,452.43	\$512,650.97
2 7 6 7	10, 669, 32 36, 572, 06 20, 885, 42 50, 542, 00	2,085,70 12,498,04 4,567,06	6,448.16 13,959.19 3,137.35	109,852.05 11,242.51 477,86	920.03	547,57	6, 935, 65 2, 325, 60	5,526,88 5,277,46	41,533,49 3,065,61 3,844.01	1,616,27	13,860,88 6,176,47 5,746,33	118.49	4,400,12	112,11	505, 39	58.50	3,931,61	\$462,681.12		33,54	47.34	186.25	1,083.45	1,685,87	\$ 15,333,19			1 1	, 26	797.74 452.02 93.791.28	911.2	\$504,925.56
	fitcials eads of S actory Su		Stock Clerk Laborers	Advertising Printing & Station	Office Supplies	Non Durable Small Lubricants & Wast	1/ Salesmen's Angelesco 18 Travelling " Attending Conventions Exhibitions &c.	Entertainn Telegraph &	Freight & Ex Committee Ke	25 Stable & Cartege 26 Garage & Automobile Service Townships & Gruthities	Legal	30 Insurance 31 Fire Department		Sales Wagons Expense General Film & Motion Picture	Over Chiments	New Affi Patt		TOTAL	MAINTENANCE OF PLANT	Repairs to Buildings	" Hydrants, Water Esins & Sewe	" Steam Ge	" Furniture & Bixtures	Foundations & Inst'n or lacement & Wiring Jobs o Furnaces		LIGHT, HEAT & POWER	Repairs to Power Plan	Ingineers & Firement Lubricants & Waste	174 Insurance for Power Frant 175 Insidental Expenses for Power Plant 177 Consumed	Water Supply Fuel Oil	Elec, Curfeit uss & Steam Fatona &	GRAND TOTAL

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(Revised -- June 12th, 1912)
                                            100 BLANK SHAVING
                                            101 DISC WAX SUB- MASTER MAKING
                                            102 CHINDER " "
                                             25 Nickel Buffirg
   1 Eates Numbering Machine
     Cabinot Finishing Cabut-
Making Cabut-
Trimming Maku
                                             26
                                                          Plating
                                             27 Polishing & Buffing
                             making
                                             28 Punch Press
                                             29 Screw Machine
   5 Sapphire
   6 Speaker Assembling
7 Parts
                                             30 Eattery Plant
                                             31 Blacksmith
   8 Japan Cleaning
                                           32 Box Making
33 Eattery & Kineto. Packing
34 Record & Phonograph Access
   9 Phonograph Assembling
                   Packing
                                           ories Facking Dopt.
55 Home Model Positive Film.
36 Phonograph Blocking & Final
Equipment Dept.
           "
                   Testing
  12 Wax Making
  13 Musical Record Moulding
14 Disc Record Making
15 Master Mould Making
16 P. K. Assembling
- 17 Positive Film Plant
                                           · 80 Sheet Metal Working
                                            · 81 Cement Cebinet
                                           #82 Copper Plating & Dipping
#83 Electric Motor
#84 Diamond Grinding
  18 Record Inspection & Pinish
  19 Drill Press
20 Gear Cutting
                                            ≥ 85 Home Kineto, Testing

≥ 86 Blue Amberol Record
  21 Grinding
  22 Jappaning
                                         - 87 Kinetophone Film
- 88 P.K. Screen Dept.
  23 Jobbing
  24 Lathe
                                           V89 Recording Dopt.
                 NON-PRODUCTIVE, FACTORY ADMINISTRATIVE
∨37 Pay Roll Department
                                            . 50 Accounting, Cost, P.R.,
Auditing & Filling Depts
v 38 Advertising & Printed Forms
Stock Room
                                            · 51 Purchasing
· 39 Draughting & Listing
                                            -52 Order
'40 Painting
                                            - 53 Aylesworth Isbarstory
                                            . 54 Shipping
· 41 Electrical & Millwright
                                            . 55 Traffic
42 Chemical Laboratory
· 43 Carpenters' Shop
                                            . 56 Administrative
44 Yard
                                            . 57 Power Plant
45 Tool Stock
                                            7 58 Non Sivisible items that can
46 Tinsmith & Plumoing
                                                  not be charged to any Day's
· 47 Tool Making
                                            59 Stationery Stock Dept.
· 48 Record Stock
49 Productive-Receiving & Stock
                                            / 90 Ice Plant
                                            91 Gas Plant
                                            22 Stable, Transportation, Garage
                       Executive & Selling
                                          67 Battery
68 Bates Numbering Eaching
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V 69 Dictaring Machine Sales

Einston. & Film ✓ 72 Electric Motor Sales Jr 73 Kinetophora Sules Da-

√ 71 Home Model Frojective

1.

- 60 Officials V 61 Credit - 62 Legal

63 Advertising

- 64 Transcribing 65 Miscollaneous 66 Minstescope & Film

### JUDEX -

### GENERAL EXCENSE CLASSISSICATION

Pages I and 2 Explanation

- IOO Officiale
- 10: Monds of Selling & Exceptive Departments
- IC2 Factory Supervision
- 103 Clerks
- 104 Office Boys & Messengers
- 105 Stemographers & Transcribers
- 106 Janitors, Porters & Assessormen
- 107 Stock Clarks
- ICO Laborera
- 109 "a Johnen & Gatemen
- IIO Advertising
- 111 Printing & Stationers
- 112 Books & Periodicals
- 113 Office Jumplies & Macilities
- 114 Miscellaneous Shop Supplies.
- 115 Non durable small Tools
- 116 Inbricants & "aste"
- 117 Salesmen's Expenses
- 118 Traveling Expenses ! .
- 119 Attending Conve. ions, Exhibitions & Demonstration
- 120 Entertainment
- 121 Telegraph & Telephone
- 122 Postage.
- 123 Freight & Express

1. 1.24 Committee Loctings 185 Stable & Cartage Garage & Automouile Service Donations & Bratuities 128 Legal Excenses 189 Interest & Discount. 130 Insurance 131 Fire Department 122 Rent 133 Taxos Taking of Inventories & other Extra Laser 135 Sales Sagon Expense 136 General Silm Co. & Lotion Picture Patents Co. 137 Incoming Shipments 138 Moving Expenses 139 E. Y. Office Maintenance 140 Accompantion Nork Educa Sional Expense Preliminary Master Record Expense Appearsing Flor Expense. Patterns & Brawings 347 148 Experimental Account Miscellaneous Expenses not Classified

MAINTENANCE OF PROPERTY

" Roadways & Grounds

" Railrosá Tracks

" Hydrants, Satermains & Sewer Pipes.

" Steam, Gas & Air Pipes in Blegs.
" Elevators & Conveyors

Repairs to Buildings

150

151

152

153

154

105

201 300 Repairs to Eachinery & Tools

301 - 400 " " Furniture & Fixture:

401 - 500 " " Shafting, Pulleys, & Belting

50I - 600 " " Foundation & Installation of

Machinery

601 700 Minor & Replacement Wiring Jobs

### LIGHT, HEAT & POWER

- 170 Repairs to Power Plant Equipment
- 171 Repairs to Steam Mains from Power Plant

to Euildings

. .

- 172 Engineers & Firemen, &c
- 173 Lubricants & Waste
- 174 Insurance for Power Plant
- 175 Incidental Expenses for Fower Plant
- 176 Coal Consumed
- 177 Water Supply
- 178 Fuel Oil
- 179 Electric Current, Gas & Steam (purchased & transferred)

ENGUAL PERSON CLASSIFICATION

The underlying principles govern on this classiff cution are:

- when I. The distribution of "screens" disbursements Friendly According to accounts the tiles of which had been the superious of their and the public of the algorithm for accountify according to the Jepathem.
- FOR IV: All non productive Department expenses pro rated among the productive Repartments in Lat. 3 uniform to take factors.
  - machine concentration of all indirect around in the Darksteening which produce malable a curatum and supplies and the motantific determination of the over-
- MOTY Vs. The allocation of expense results in a result means of locating without special oberical situation
- Note VI: The examples of Excelling and Selling Esperiments are absorbed of adding to the factory lost only account age was a surface of the retending that percentage the total agreement of these Senar banks of a single like

### - I SPINIPION OF ACCOUNTS

### 100 OFFICIALS

Includes dalayies of the applears of the Armony

### ICL PEADS OF SECTION & EXECUTIVE DEFARTMENTS

tholder the salarize of those in charge of the Salling & Checutive Departments outside of the Sacony Organization.

### 102 PACTORY SUFERVISION

Lighther wileries of Georgal Russians, assistant Manager, Assistant Superint Sagar Bussians, assistant Superint adeath, assistant Superint adeath, James I overson, Production Rangar, Sovened Assistant Inspectors, Pay Nation, 1864 Statistant Superint Sagar Sa

### 103 01

Includes solaries of all clarks, exclusive or stock clarks, who are charged to secount \$107 (Stock Clarks, and those not observed as provided for

### JOA OFFICE BOYS & MESSERGERS

Includes salaries of office boys and managers . smployed in mail deliveries and in junior service saharally shouther the factors and office.

### OF STRUCK WINES AND TRANSCRIBERS

Includes malaries of amployees engaged in correspondence Fork, taking steadyraphic or phonographic distriction.

### OS JANTORS PORTERS & RIEVARDRIES

Includes rages of Janitors and men angaged in coring for totalet rooms and cleaning offices, and running algestors.

### TOP STOCK CIRRE

Idelidas salaries of clerks located in store rooms was all size out and take in material, checking and recording

### TOR TABORERS

Includes rages of all miscellaneous unskilled labor

### TOO WATCHMEN & GATEMEN

Includes vages of watchmen and gatemen.

### IIO ADVERTISINO

Covers cost of all forms & publications issued by the Advertising Bepartment direct to the trade, including the cost of printing such forms also other expenses in connection with advertising.

### 111 PRINTING & STATIONERY

Includes purchase of all stationery & cost of printing factory and office forms. Following is a list of the principal items.

hlack Books
Flank Cards
Flank Cards
Flank Pads
Flottors
Flottors
Cory books
C

Paper cuttors
Paper mainte
Paper mainte
Paper mainte
Paret
P

### 112 BOOKS & PERIODICALS

Jolies all amounts pair in our mass of atthes, attituaries disposories and standard works of reference on technical, legal, "immedial or account ing ablicate, los amounts put for subscriptions to massparers, assessing, Wecholosi journals, rail

### 113 OFFICE SUPPLIES AND FACILITIES

Includes first cost only and repairs for replacement of minor office supplies and conveniences, such as:

refrecter los anales (15%) and the (15%) and

Tunitre Schrödiger Steple faster Steple

Also any repairs to or replacement of expensive and substantial office appliances, such as:-

Adding Eachines
Addresseyrands
October Transport Methines
Copy Fresses
Clock desting stamp
Drawing heards
Deplications (expensive ones onl
Entering machines

111010614 115

### 114 MISCHILAMEOUS SHOP SUPPLIES

Includes the expenses of all misselfaneous supplies, not otherwise provided for in this classification, somewhee in operation of shop separtments, the retening items today covered by the following list:

Note 1: Not to include material used in power plant.

| Mindel | " " " County out the work " " " Church not the work " " " Church not the work of the work o

Les Modern Mag the Modern Mag the Modern Mag the Mag t

### 125 STREET & CARTAGE

Includes expenses in enhanced on with tower and crucks of our fam and the regal of stationed, also deviate to resons and broken. Also includes any outside extract

### 106 CARAGE & AUTOMOBILE SERVICE

Includes breat note current on the control and the control and all ampulses used in order too of automobile traction of care, outh as remaind of batteries, suscillar, like off, roles, small toole, also repairs and likelity commone poses by automobiles.

### gy bomarions a GRAZUITIES

Includes cost of all voluntary subscriptions to hegitads on other organizations, also allowance make to disable analoges and their furilies.

### DO LEGAT EXPENSES

Included all amounts paid for legal attornays on retainers or for services in ittigation, settlements stor; also court fees, traveling expenses and time of vitualists, stor.

Mote 1: Nove not scalede legal expenses in cousection with injuring to persons, which are couragets to account #130 (Insurance

### 189 INTEREST AND DISCOURT

downer all charges for interest we have to pay on berrowed money and discount wat any hard to pay on mobes and also prediced with the interest we will receive from oblivations due us and smounts of attacks of a very company of the company of a standard or was a true of years.

### 1 XO INSURANC

Includes cost of all insurance except insurance includes to operation of power plants.

Note 1: Communice with the ensembling of the lines are hanges to the invent will be seen another by fournal outry the other time, present with the Theorem's Freeding Advances. The contact the Theorem's Freeding Advances are seen than to title head upon total und. Out of presides who according to the more feet than to title head upon total und. Out of presides who according to the feet of the transfer from the print of the head upon total und. Out of presides who according to the feet of the transfer from the print of the feet of the transfer from the feet of 
#### (Insurance continued)

(note i) Collectively distributed month by month instead of as in the post, one month may be charged with the twelve months' insurance and thereby show an abnormal

### 131. FIRE DEPARTMENT

Includes wages of Ohief and his Assistants of the Company Fire Department, also payments to members For attending Fire Drills and answoring Alam Calls and any other expense connected with the Fire Dept.

#### THER SEL

Includes unounts paid for rental of property. To this account should be credited rentals received from property award by this company occupied by outsiders.

#### 133 TAXES

Includes all payments for taxes and assessments on real estate, personal property etc.

7.1. Comeaning with the neglecting beginning the refrequent to the account will be easily toward energy. The eatherstee cost of taxes to be taken out in monthly proportion. Yould ere in expect of taxes will be charged to "Those Account" for the sace reason given above for insurance, this temperary "Taxes Account" and the country will be carried.

#### 134 TAYING OF INVESTORIES & EATHA LABOR

Includes wages paid employees in the process of taking inventories and also any expenditures for

#### 925 SAIRS WAGON EXPENSES

Covers all expenses incidental to deles Wagons except ing original purchase price of wagons & fraight on initial shimment of wagons.

#### 136 GENERAL FILM CO. & MOTION PICTURE PATENTS CO

This item covers salaries and expenses of our represent atives located at slove Company's offices for our interest.

### 137 INCOMING SHIPMENTS

To cover all expenses in connection with incoming shipments such as Eoxes, Bottles, Crates, Jars, etc.

#### 138 MOVING EMPENSES

To cover all expenses in connection with moving of Departments from one Building to another or from one part of a Building to another part in same Building, also all expenses in connection with moving of Buildings from one location to another.

### 39 N. Y. OFFICE MAINTENANCE

To cover any expense in connection with Eugling located at #10 Fifth Avenue, N. Y. These expenses will be paid when Eugliding is rented.

## 140 AFFILIATED COMPANY'S ACCOMMENDATION WORK

To cover all work of an expense nature that we do for and of the affiliated Companys all work to be done on special shop orders.

#### 141 EDUCATIONAL EXPENSE

To cover all expanditures in connection with this class of work on phonographs or moving pictures, such expenditures to include traveling expenses of amployees; attending educational conventions or exhibitions, and salaries of amployees engaged in

## 142 PRELIMINARY MASTER RECORD EXPENSE

This account is to cover expenses for travel in connection with the preliminary arrangements with an artist relative to making of a talent contract, or engaging them for regular work.

Also all expenses in connection with making a trial record including traveling, hotel, persents to talent, freight for forwarding records, etc. Reparading this last item if it in accessitates making an extended trip, the salaries of employees making euch trips should be charged to this account also

142 to 146 inclusive. Open for future use.

#### 147 PATTERUS & LRAWINGS

Dreek depends of earing are ings, including maper, inca, and supplies, so well as the waves of droughtness and also the mixing, repairing, later and material in commercion into making and repairing patterns. Special show anders must be issued for every special job.—This attaining who Orabri is to be used forwark that

#### 148 EXPERIMENTAL ACCOUNT

To cover labor and material in connection with oxperimental and reasarch work. Special Shop Oriors must be issued as har as possible for specific jobs covered by special recesses so that the expense can be charged to the class of work.

#### TAG MIRORITANROUS PYRTHERS NOT CLASSIFIED

Includes all minor and incidental expenses not otherwise provided for in this classification, such as uncollectable desego or loss in transportation, pay of men while on military outy, cost of reclaiming stolen property,

## MAINTENANCE OF PROPERTY

USO REPAIRS TO BUILDINGS

Labor and material for repairing and partially renew

REPAIRS TO HOADWAYS AND GROUNDS

Cost of labor and material for repairing of readways belowing to the Company and up keep or the grounds including paths, sidewalks, regrading and repairing of yares, etc.

152 REPAIRS TO HYDRANTS, WATER MAINS & SEWER PIPES

Self Explanatory.

153 REPAIRS TO RAILROAD TRACKS

Labor and material for repairing and partically remaining tracks belonging to the Company, in the shops and wards, including tresties and turntables.

54 REPAIRS TO STEAM, GAS AND AIR PIPES IN BUILDINGS

lator and material for repairing and partially renoring steam, gas and air pipes in all buildings except nower station. Repairs to steam mains between power station and buildings charged to account \$171 (see

55 PEPALES TO ELEVATORS AND CONVEYORS

sale Wynlanstory.

to goo pepartes TO MACHIMERY AND TOOLS

Lebor and material for repairing and renewing machinery and motors in departments, not otherwise provided for

307 to 400 REPAIRS TO PURNITURE AND FIXTURES

Labor and material for repairing and partially renewing office fixtures, such shop fixtures as

Cast Iron Sinks Racks Pins Protection against dangerous places, etc. Work benches SOT to SEC BETAINS TO BRANTING FULLDED AND FELLING

Isser and soterial for rectring and partially pensylms sharthing, cullers, hasgars, coulding

Note 1: This actount awas not include sourts meeting, which is remembly bought as mer or the machine. Als areass sands he charges to be learned that

NOT TO ADD STRAIGS TO FOUNTATIONS & PASTALLATION OF MACHINER.

Isbor whe caterial for requiring one remains poneuring, and of memoral of the subfines repertury to that little of a new one, also a case of ast foundations when the location of a

Hete I: The coat of spacin and parthells robe for the classification or track, resting and terral robust of the manual robust and turneds, and not be caused at this account, but to gift and the country of the country

COL AS ROOMSTOOR AND REPLACEMENT WIRING JOES

Teher and material for making minor emanges, revealed and removals in electric tiring assum

of to woo REPAIRS TO THEADS

lator and paterial for recairing and partiall renewing, of not ting and belting fursaces and their equipment, such as rivet forces, shith LIGHT, HEAT & FOWER

### 170 REPAIRS TO POWER PLANT EQUIPMENT

Includes cost of labor and material incurred in repairing and martially ranceing actines, boilers, air compressors, generators, transformers, convertors, switch-hoards, and auxiliary apparatus, also pumps and misse in corer station.

171 REFAIRS TO STEAM MAINS FROM FOWER PLANT TO BUILDINGS

Includes cost of labor and material for repairing and renewing steam mains connecting buildings with the

172 ENGINEERS AND FIREMEN, ETC.

Includes wages gaid engineers, firemen, oilers and other labor in the power station.

173 LUBRICANTS AND WASTE

Includes cost of lubricating oils, greases, waste etc. used in power station.

174 INSURANCE FOR POWER PLANT

Includes boiler, fly-wheel, and any other insurance applicable to Fower Plant.

175 INCIDENTAL EXPENSES FOR POWER PLANT

Includes all minor expenses not otherwise provided for in connection with operating Power Station.

.176 COAL CONSUMED

Includes cost of coal consumed.

177 WATER SUPPLY

Includes cost of water used by Power Station and for manufacturing purposes.

178 FUEL OIL

Includes cost of fuel oil.

179 ELECTRIC CURRENT, GAS & STEAM (purchased or transferred) .

Includes Electric Current, Gas and Steam purchased

### Edison General File Series 1912. Tidal Power (E-12-82)

This folder contains correspondence and other documents relating to Edison's opinions about harnessing hydraulic power from tides. Included are tiems pertaining to Edison's endorsement of a power system proposed by inventor Thomas A. MacDonald. Among the correspondents for 1912 is Harry C. Webber, editor of the Bath Independent in Maine.

Less than 10 percent of the documents have been selected. The items no selected consist primarily of unsolicited correspondence seeking Edison's advice, information, or assistance on technical or financial matters relating to tidal power. These letters received no response or merely a perfunctory reply from the inventor.

AUGUSTA, MAINI Thomas a. Elsion Eg Faturh Olffing from Bath Duig Thies of 24 Jan. 1912. Itils you please inform the if you than Authorized the Mikrorius attributed to you, and if you have Edmind and Endose the Machdonald plan of obtaining power from the title. Thanking you in adame. Say the anchoring any interview, I examined Colorador de la colorador de l that while I was not from The service affaranches, trust as for the service affaranches, trust as apolle of g could see it weeks capable of use it being a makes to alkers its asked what also that I there

# EDISON ENDORSES THE MACDONALD SYSTEM

The Wizard Tells Mr. MacDonald to Go Ahead and **Build Plants.** 

## MORE THAN HALF THE CASH NEEDED FOR WINNEGANCE PLANT SUBSCRIBED

Bath's Industrial Boom Thus Takes a Most Substantial Aspect.

Hydraulic power has a wonderful future. Go right ahead and build Power Plants; you are on the right track. I will help you all I can whenever it is possible for me to do so, and you can refer any one to me.—Thomas A. Edison to Thomas A. McDonald, inventor of tide power system which is to have its first test in actual service at Winnegance.

The plan for Bath to harness the pany in Paterson, N. J., in the form ocean tides by means of the MacDon-of a letter to the Times. President aid Hydraulic Power is not dead. On MacDonald writes under date of Jan. the contrary it is very much alive. 20:---"Through the offorts of Mr. Max-This week what is the most im-

well, it was possible for me to meet Mr. Thomas A. Edison at his laboraportant development of the winter in the progress of the scheme came as tory in the city of West Orange, topleasant news from President Mac-Donald, who is passing the winter at day. the headquarters of the parent com-

[ATTACHMENT/ENCLOSURE]

## CONTESDAY EVE

## MACDONALD METHOD OF HARNESSING THE TIDES ENDORSED BY EDISON WHO PROFFERS HIS HELF

ested in our model and after making doubt of its practicability on a large a test of same he said in part:—

and commercial scale, as is proposed. As is proposed. Abead, now, the "HYDRAULIO FOWER HAS A to be installed in this city with the

couraging not only to the MacDonald ter is one of several aluminum min-Hydraulic Power Co., but to the city of Bath, which made it possible here company in New Jersey. for the first practical tide water model of the patent to operate on the tides last summer and prove that the theory is correct, and that the ocean tides can be harnessed for industrial service that is practically perpetual motion. Now that the

Uneeda NATIONAL Biscuit

(Continued from Page One.)
"Mr. Edison was very much interand endorsement, there can be no

ALL I CAN WHENEVER IT IS POS. made several visits to this city this SHILE FOR ME TO DO SO AND winter to secure land and shore subscribed and the raising of the plant has been YOU CAN REFRIR ANY ONE TO tights at Winnegance Creek and who is a friend of Mr. Edison. The model to which allusion is made in the let-

> lature models owned by the parent Not only the MacDonald Co., but Bath appreciates fully the generous velopment of the wonderful, yet sim-ple invention of Mr. McDonald, an K Stetson, Hamilton. invention which has the most enormons possibilities in the furnishing Rieley, coal port; ready to rail, schs

greatest inventor and electrician of the whole world, Wirard Egison, from the tide of the sea, or by the and decree B Walrect, for coal storage of electricity, that the world, ports. has yet known. Mr. Edison grasps, immediately on presentation to him Palmer, Portland via Patuzent Rivof the theory by means of the work- er.

Fine to sind in general of more comme light and heat and the ion. Butter of reducing the cost of manufactured products. It is a stroke of almost Previdential good fortune that the MacDonald Tide-Water Power plan of Inventor MacDonald has thus been brought before the broad and diamond clear intellect of

Ahead, now, the prospect to securthe Winnegance dam and plant of WONDERFUL FUTURE. OO RIGHT opening of spring.

The Mr. Maxwell, referred to be placed by ARED AND MILID POWER PLANTS: ON ARE OX THIS. the letter is the chief premiser of bullet results and the power plants: On the Maine Corporation, who has been supported by the New Jerrey people looks winter to secure land and shore Glory hallelujah!

### SHIP NEWS. DOMESTIC PORTS

Portland-Ar 23d, schs Charles H

Baltimore-Ar 23d, sch Fannie

of the theory by means of the work-let.

Ing of this tox, medel, those enior. Brunswick—Ar 2d, schs The Jomous possibilities of cheaper and sephine, Quillen, Savanash; George
more oven power for the hieraring of N. Reed, Bell, Jacksonvillei, Anthony
the industrial, world and the providD Nichols, Seavey, Sav

Tidal Power

THE BATH INDEPENDENT
HARRY C. WESDER. Editor
Reaches the Homes of Suguidahoc County

Misting on

Bath, Maine, January 27, 1912

Mr. Thomas A. Edison.

West Orange, H. J.,

My dear Sir;-

Mr Donald Exhibited a model to me of a tidal power wheel I stated that I could see no neason why it whome

Certain parties who claim to be anxious to compare a corporation, build a dam or dams in this locality and secure power from the tides are giving the continuous for the power from the tides are giving the structure of the transport of the project as practical and go the sproject that you endows the project as practical and go the sproject that are likely to build up sentiaming the graphical of the project of

of this section or increase its industrial activity but so much that been said regarding your endgment of the polystian of increase its industrial activity but so much has been said regarding your endgment of the polystian of increase its considerable of the control of the co

Thanking you in advance for the courtesy of a realy I am

Yours very truly

Hamy Shell cough

TELEMONE THE T. HACKENGACK, N.J. HACKENGACK, N.J. HACKENGACK, N.J.

Mr. Thomas Edison.

Llewellyn Park,

West Orange

Dear Sir:

iir. Thomas HacDonald of Paterson, is trying to interest us in his invention of a machine using the power of the tide and flow of a stream. He has referred us to you.

May we ask you for your opinion of this invention.

Awaiting your favor, we remain,

Very respectfully yours,

Hackensack, N. J., Feb. 9, 1913A

BERGEN REALTY COMPANY,

Sec.

JMC/MR

a glance at a Market the other day but do not Mac Ponaldy Unuk I was Mac Ponaldy

### Edison General File Series 1912. Visitors (E-12-83)

This folder contains correspondence with individuals planning to meet with Edison, arranging for others to meet him, or thanking Edison for a recent meeting. Among the correspondents for 1912 are journalist Joseph. I. C. Clarke, German thermal engineer Rudolf Diesel, and utilities executive Charles L. Edgar. There are also letters from Frederick L. Hoffman, statistician of the Prudential Insurance Co., and Oskar von Miller, electrification pioneer and founder of the Deutsches Museum. Some off the letters concern a visit by Charles Schwab and the Argentine Naval Commission, who dined in Edison's library on April 27, 1912. Other documents pertain to visits by persentatives of the Deutsches Museum and by industrial safety prioneer Sir Thomas Oliver.

Approximately 40 percent of the documents have been selected. Requests for appointments that were declined by Edison and letters that received no reply have not been selected.

Warning - BARSON HOTEL RODMAN Ren M. Edus to eall up Wedn of this river Sincerely Town W. Labson.



How York City, January 16 1912.

My dear Mr. Raison:-

Many thurks for your note of January

2nd. I wish we could get together some day for a wist. I am just starting for the South and the far Yest and when I come back I am going to seed if I can't provail on you to give me an hour of your time some day.

Sincerely yours,

Mr. Thos. A. Edison,

Orange, N. J.

Mr Hedison Will you see my brother and myself

Hashington D. C. 1/16/12 J.a. Edison Vice President see you Some day this week Washington Motor Vehicle &

fol Vien

# Bethlehem Steel Company,

South Bethlehem. Pa. Japuary August Falls

C. M. SCHWAB.

My dear Mr. Edison: ---

Thank you very much for your letter of January 18th, giving me permission to bring the Argentine

Officers to visit your laboratory. I want to take this opportunity of saying that I am

endeavoring to show these people unusual attention, and suggested to them the other day that if there was anything they especially desired to see or do in the United States, I would endeavor to arrange it for them. They instantly said that they would rather meet Mr. Edison than do anything else they knew of, and so I told Mr. Mallory, and he has very kindly secured your permission to have me bring them to see you some day.

Now, my thought, my dear Mr. Edison, is this: I shall wait until Spring time when the weather is nice, and bring them from Bethlehem down to visit you some day by automobile if this will be entirely agreeable. Of course I shall not lose the opportunity of coming to visit you myself.

Hoping you are quite well, and with all the compli-

ments of the season.

Sincerely yours,
My Schwale

Thomas A. Edison, Esq.,

ORANGE, N.J.

Th. A. Edison Eq. Orange lik would appriciale it greatly if you could share a few minuks for an interview regarding the easting of houses in Holland by the two Enquisers Harms & Small, who were in your employ two years Kindly write a few lines to M. Larknos, Hotel Empire 63 the Sheet and Broadway, Newyork Saying what sime will suit you on the 25th or 26th inst, as I have to leave for Europe on the 27 the and would very much like to talk this matter over with you and give you a report what has been going on in Europe in this line, fours faithfully Africal arriving at Hotel Empire N. If on taburday 25 th

Friends - MARKLE ALFRED G. LLOYD, TREASURES Llewellyn Bark Dear Mr. Edlson galled to Elinatiet in this case by With best Jours flicerely, Some Tom arkele. 3710 Raeme ave. Chicago, dela The Bancroft Company of Switch Dublishers

H.U.Buneneft, recoision R.D.Bristel ; recorrension Milip Buneneft ; secretar; 156 Tifth Avenue;

New York March 2, 1912.

Mr. Thos. A. Edison,

Llewellyn Park, N. J.

Dear Sir:

Mustowell quest

We will appreciate it if you will kindly favor us with data as per enclosed form; the same being desired in connection with Mr. Bancroft's historical

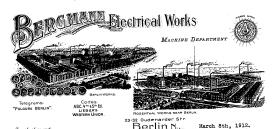
work on "Wealth and the Achievements of Civilization."

Thanking you in advance for your courtesy,

we are,

Yours faithfully,

THE BANCROFT COMPANY,



The reply please quali

Bnn/EMR

Mr. Thomas A. Edison,
Llewellyn Park, Grange,
U. S. A.

My dear Edison:-

Herewith I take great pleasure in advising y that a delegation from the "Deutsches Museum" in Munich, con posed of :-

Herren Reichbrat Dr. Oskar von Miller.
Geh. Nat Professor Er. v. os. Dyck,
Der St. v. os. Dyck,
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has been appointed to take a trip to America for the purpose of making a thorough study of the most important libraries, museums, lecture halls and industrial establishments and at the same time to cultivate the acquaintance of prominent persons.

The Commission expects to arrive in America early in April and I should esteem it a great favor, if you would grant Yours very truly, them a personal interview.

leignam.

## [ATTACHMENT/ENCLOSURE]

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## [ATTACHMENT/ENCLOSURE]

Photo ap 27

THE AMERICAN SOCIETY OF MECHANICAL ENGINEERS

ALVIN W. RICE

MEW YORK

· / Solde

Reichsrut Dr Oscar von Miller

Vorstund des Deutschen Museums

DR. COLIN ROSS SECRETÄR DES DEUTSCHEN MUSEUMS

AUNCHEN

11 De Same

ge want to forth the aleasure guen low by me CAEN WOOD TOWERS, Wo Clark in bruging HAMPSTEAD LANE. HIGHGATE. N. us to call an you 10 March 1912 and by you to accept the accompanying Dear Marieson, trifling sonvenir of among your many distinguished which was to us a memorable occasions. visitors, you have per. bubly Joy then & this my who poins me in trusting that from tun the visit y two an well and in wishing Tuck humble people you many years of as my who half on continued asterit 31 ochber last i le your up huly however are whitely 1. France Thomson

Mich Jak

WM. MELZER CIVIL ENGINEER AND CHEMIST

OFFICE AND LABORATORY 66 BEEKMAN STREET

NEW YORK, March 18th ...191.2...

Edison Laboratory

Mest Grange.

l. J.

Gentlemen:

We, Professor Dr. Archemhold, Director of the Treptow Observatory in Borlin and I would like to see your plant and independent of the Center of the Steel I. Er. Archemhold is a coldwrated german Astronator; he is interested in your new invention re films for solonified photography, furtherware he will place an order. These let me know without calcy if our visit is convenient to you. Ar. Archemold lieves the U. S. already on the 20th last, any courtesize extended to this will be highly appreciated.

Yours very truly:

Wm Weger

Jak View

J. W. LIEB, JR. 57 DUANE ST. NEW YORK.

April 15, 1912.

My dear Mr. Edison:

A week ago there arrived from Germany a distinguished delegation of German scientists, engineers and professional men, representing the German Industrial Museum of Munich.

This Commission is visiting the United States for the purpose of studying the construction and organization of our important libraries, muscuss and municipal works, and, in the interests of the German Euseum of Namich, a very important undertaking, exemplifying by models, drawings and actual "live" exhibits, the progress of the technical sciences and industrial acts.

The Commission consists of the following gentlemen:

V

Dr.Oscar von Miller, Imperial Councellor and Momber of the House of Lords of Bavaria.

His Excellency Dr.Count von Podewils-Durniz, Minister of State of Bavaria.

Dr.W. von Borscht, Lord Mayor of Munich.

V

Prof. Dr. W. von Dyck, Prof. of the College of Engineering. Ingenieur Rudolph Diesel, Dr. of Engineering.

Herr Ph. Gelius, Constructing Architect. V

Herr Alexander Shirmann, Director of the Library of the Euseum.

Of these gentlemen you will ne doubt remember particularly Dr. Oscar von Hiller, from his first visit to us in 1892 and subsequently as the first Chief Engineer of the German Edison Company.

Dr. Diesel is no doubt well known to you as the inventor of the Diesel engine.

After spending soveral days in New York these gentlemen have departed on a trip to the West, and will return to New York April 25th - 26th, their headquarters being at the Walderf-Astoria.

The Commission is very desirous of presenting its compliments to you and would highly appreciate the opportunity of paying you a personal visit at the Laboratorics.

Dr. von Miller particularly is anxious to pay his respects and has some important matters which he would like to lay before you. They should like, if entirely convenient to you, to make the visit on Saturday, April 27th. The New York Edison Gospany has kindly offered to arrange to take the party to and from Grange in automobiles, and it is preposed to leave New York at 3:30 a.m., arriving at Grange about 10:00 or 10:15.

The Commission would greatly approciate an opportunity of visiting your laboratories and workshops and realising the fact that your works are closed at 18:00 o'clock, they have suggested an early visit, as above indicated.

In addition to the gentless officially connected with the Commission, as above, they are accompanied by Fref. Dr. Hollmann, Importal Architect and two or three scoretaries, unking a party of about ten. Dr. Diesel is accompanied by Her. Diecel and if she joins the party she will probably come with Mrs. Lieb. To accompany the party from New York there will be about ten others including Hears. Brady. Murray. Williams and Lieb of The New York Edizen Company, and Heaver. Lartin, Moier, Rioc, Dunn and Dr. Kuntz, representing the American Engineering

Societies - about twenty in all.

It will give me pleasure to learn that you will be pleased to receive this visit, and I shall be glad to hear from you whether the day and hour of the proposed visit is entirely convenient.

Thanking you in advance, also in behalf of the Commission, I am,

Themas A. Edison, Esq., Attention of Mr. W. H. Meadoworoft, Orange, N. J.

(Just Lee Vin

Constant of Orea A Reasons.

Mr. Thomas Edison Esq., Llewellyn Park,

Orange, N. J.

ge, N. J.

Dear Sir:\_

Sometime ago while I was visiting my home in Milan, Ohio, your sister, Mrs Homer Page, now deceased, with whom I was very well acquainted asked me to call on you, giving me a letter of introduction.

As I was exceedingly busy, being a Captain of General Sessions, Griminal Court of New York City which capacity I have held for over 35 years, I placed this letter away with other papers and have just happened to come across same.

I would be very much pleased if you would kindly acknowledge this note, granting an interview, and stating just when it would be most convenient to call on you.

Yours very truly,

Peter Seamon 811 Elsewere Place Broup neutpope city Thomas A. Edison, Eq.,

Llewellyn Park,

Orange, New Jersey.

Hy dear Hr. Edison.

April 16th, 1912.

the Atlantic Copet, venture to address you to know if you would accord me an audience some time in the near future to discuss with you some submarine problems on which your advice would be of extreme (while. May I add that I should not ome as a promoter but singly to address you as a scientific man for information one ground a problem in which I am interested.

Should, by any chance, you be too coupled, perhaps you will be willing to delegate one of your expert for a short talk with me. I would not bother you if I were not convinced that my problem would be of interest to you.

With assurance of my thanks for attention in this matter. I beg to remain.

Respectfully yours, THRobbu

President.

THR/H

Now York
EIGHTY-TWO BEAVER STREET

April 18th, 1912.

Thomas A. Edison, Esq.,

Llewellyn Park,

Orange, N. J.

Dear Sir:

I am very much obliged to you

for your secretary's letter of the 17th.

I shall give myself the pleasure

of calling on you in the near future, and will take the liberty of telephoning you

when I am coming over.

Very truly yours,

THR/H

Thomas Hinelly Rothing

ERWERKEN DER NATURWISSENSCHAFT UND TECHNIK.

Postscheck-Konto No. 1944

MEADOW CROFT MAY & S RECO Mai 4 th 1918

My dem Mr Elisan,

Bevor returning to Emope & want to thank you very much in my own name and in the name of all members of the dely ation of the Gumun Mureum for the finds rughtion and for all the intersting importantion which you gave us and which we will tremember for all time. We have seen with the greatest interest the sylendid organisation of your phonograph. furtary, we admired the sylendid constantion of your accommenders and we enjoyed very much hearing the human wice and the time of so violin Whongh your phonograph is distinctly that nature and not

a mechanical apparatus seemed to convey it. Your intention to introduce the colunotion of Shillen with the kinemater graph and As make the jugale familian with the bifferent inder these by its application was for us of the greatest in Herest. We will not fail to make known in Bermany um important in tention und As wrist In sprending in Groupe the use of the kinema to grayth for extractional jurgeords. because it fore In the opportunity of personal intercourse with you and we Sorpe-ray apprinted the gift of your photograph with your signature while the deliberty on the jidne given to me will remain in most in lua ble breyes he for me and my family at all times. In will receive an officeal rommermis Sich from the Sumuel Museum Showking you for the gifts which you have her kind writing the yearness of this communication should windain further whishes and aspisortions of the German Museum I Arust About you will in dequel such vishes only as

an expension of our anderst obside and hope to make and whetering experisely of american insurations as any pelola as possible of a server should not of any period that you remain hered me so well and I hope that you favour me with your valuable friendship in the fature of any aimed of any start is neg aimed of the or file.

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W. Juines MILLANS

ARTHUR WILLIAMS FIFTY-FIVE DUANE STREET NEW YORK

4 May 1912

William H Mondoworoft Esq c/o Thomas A Edison Esq Llewellyn Park Orange N J

My dear Mr Meadoworoft

Permit us to asknowledge and thank you for the photograph taken on the cocasion of the wistlest the German Commissioners to your merks. The picture is most attractive, and will be a splendid nements of the very dolightful cocasion.

Yours very truly

Mith Munuch

VICE PREST, INFUSION STEEL PROCESS CO

### ALFRED J. THOMPSON

FOREIGN MINING & INVESTMENTS 60 ZI BROADWAY NEW YORK, U.S.



May 15/12. MEADOW CROFT.

Thomas A. Edison, Esq., Orange, N.J.

My dear old Boss:-

Tell hand the myself of the termoon

Uncle J.I.C.Clarke and myself will run out to see you on Saturday afternoon

if you can spare enough time to have a little chat with us.

Have Mr. Meadowcroft drop me a

line here, if this date and time is convenient. I personally am very anxious,

indeed, to get a good autographed picture of you "for old time's sake", I have been without one all these years.

Very sincerely,

AJT/G

3436 Pector



· TTORO WO: WENT COUNTY MAY 17 Red Cabene Calo

Thos. A. Edison Esq

West Orange, N.J.

Dear Mr Edison

Referring to the conversation of yesterday, I now take pleasure in forwarding you the Krupp Statistical Data, which I thust will give you all the information you desire. This Book of course is not the Special Jubilee Edition which I referred to. This will be issued later, and forwarded to you through Thos. Prosser & Son.

under separate cover I also beg to enclose a little pocket book issued by our Branch Works, Fried. Krupp A.G.Grusonwerk, which I trust will be ngeful to you.

Now Mr. Edison I do not want to impose upon you, but would be very pleased indeed if you could see your way clear to confer upon me a small favor, and would you be kind enough to send me a little momento of my visit to your most interesting place, in the form of a photograph or a printed picture with your autograph, as I would greatly appreciate same, and treasure it as a momento of this visit.

As regards any new inventions in the mining line, as I informed you our people would be most happy to deal with you, and I thank you

THOMAS PROSSER & SON,

15 GOLD STREET, P. O. BOX 878, NEW YORK. OLD COLONY BUILDING, CHICAGO.

NEW YORK,

Thos. A. Edison - Sheet 2

very much for your promise to communicate with Messrs Thos Prosser & Son whenever there should be something, which you might think would be of interest to my firm.

> Trusting to hear from you in dare of Thos. Prosser & Son, I am Very sincerely yours

> > Max Grott.

Jed Jeans

### = DEUTSCHES MUSEUM

VON MEISTERWERKEN DER NATURWISSENSCHAFT UND TECHNIK.

4074

MUNCHEN, May 20th, 1912.

Mr. Thomas Alva Edison,

Levellyn Park,

Orange, New Jersey.

Dear Sir:

I received to-day the copies of the photograph which was taken at the lunch in your library.

I must say that I have seldom in my life better utilised twenty-five seconds than those in which I had to hold still while this picture was being taken. You have created for me in this picture a great pleasure for a decade and I beg you to accept my warmest thanks for it.

Faithfully yours,

Doutsches Marcun

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## = DEUTSCHES MUSEUM

VON MEISTERWERKEN DER NATURWISSENSCHAFT UND TECHNIK.

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MUNCHEN, May 20th, 1912.

Mr. Thomas Alva Edison.

Levellyn Park,

Orange.New Jersey.

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Dear Sir:
Referring to th

Referring to the visit of our Commission and to the / letter of our President Dr.Oskar von Miller we desire to express our warmest thanks for the interest shown by you in our museum.

We thank you especially for the kind promise to give us one of the first original apparatus with which the human voice was reproduced by means of flat plates and for the assurance that you would have the great kindness to send with the original a plate spoken into by you personally in your own language about the invention and importance of the phonograph.

We also thank you for the proposed sending of a small kinematograph with sample pictures showing the way in which you instruct the youth by means of living pictures.

We were very much gratified by your kind assurance that you would see whether you could send still other important original objects which would show the hundred thousand visitors of our museum what a great advance human culture owes especially to your inventions and your untiring activity. We may perhaps mention here that two original dynamo machines, an electromotor and an old carbon fibre electric lamp from you have until now been exhibited in our museum, while beside them hangs a picture, by no means good, that shows the visitors the man to whom the world owes so many and such great inventions.

Mr.Thomas

Dear Sir.

letter of our warme seum.

one of the was repro
you would plate spo

kinematog instruct

you would nal object museum whe inventions that two c bon fibre

shows the

We should like very much to be able to get specimens of ince your itrest lains and parts of lains, pattern and connecting parts of your first subterranean transmission in the first and some more appearance of your first electrolytic maters for our museum.

Ince servicing the ching magneting miniming in how tone we saw the model of your first electric central station; after which fixteen hearly service the wint are now the station with electricity.

The article of the wint are now the content of the first individual of the week able to exhibit a tephodical of this model in our mu-

We should like to be able to call to the remembrance of the engineers and physicists of the present time how the determination by you of the plant for the distribution of the current took place. We beg you therefore to have the plan of Wall Street and its neighborhood drawn on a board and on this to stretch the wires distributing the current with the feeders, to mark the resistances by simple wire coils and then to show how you determined in advance the anticipated loss of current by elements and galvanometers. As a matter of course your first telegraph and telephone apparatus as well as specimens of your other numerous inventions would be of the greatest value to our museum. We should also like very much to have drawings plans and pictures as well as autograph letters and reports which we could incorporate in our collection of documents in which we already have letters of Faraday, Academy, von 1 Ampère.von Siemens Bunsen Liebig &c.

ram. 4, w

You must kindly excuse us for coming with so many reThe traction of quests, but it is the multitude of your eminent inventions and creations which makes it necessary for us to preserve your memory to
future times by many historically important objects.

We hope that it may sometime be possible to show you our

بيط

We should like very much to be able to get epocases or one stop long the perfect been transmission of your first subtermean transmission full first first subtermean transmission full first first subtermean transmission for the macunities of your first electric central subtlement full figures hearly of your first electric central subtlement full figures hearly resident the screen figures of his additionally figures and this make the figures of the screen figures and the figures of the figures of the screen of the maculation of this model in our runtable.

We should like to be able to call to the sequelons of the engineers and physicisms of the engineers and physicisms of the plant for the distribution of effectively the plant for the distribution of sail street and plance. We here you therefore to have the plan of sail street and distributing the current with hhe feeders, to mark the resistances by simple wire onle and then taylor have you determined in advance the authorpated loss of current by elements and galvancequivers. As a matter of course your wire plequent and talephone ors. As a matter of course your wire plequent and talephone apparatum as well as specimens of your athor phenegus inventions would be of the greatest value to our massum, the should also like graph letters and reports which we could incorporate in our collection of documents, in which we already have letters of Faraday, amprey, Hobbs 20.

You must kindly excuse us for coming with so many requests, but it is the multitude of your eminent inventions and oreations which makes it necessary for us to preserve your memory to future times by wany historically important objects.

We hope that it may sometime be possible to show you our

Sol Wish

## DEUTSCHES MUSEUM :

VON MEISTERWERKEN DER NATURWISSENSCHAFT UND TECHNIK.

4167

MUNCHEN, MAY 20th, 1912.

Mr. Thomas Alva Edison.

Levellyn Park,

Orange.New Jersey.

MEACOW CROFT

Dear Sir:

We have returned to Europe full of hearty thanks for the lively interest and the energetic furtherance of our efforts which we found everywhere in the United States. It is of the greatest value to us to have friends in America who also contribute to making the scientific and technical acquisitions of all times and all countries accessible to the widest classes of the people through the German Museum.

We consider ourselves very fortunate to have won as friends in the United States those men whose works and inventions are of the highest importance not only for their own country, but for the whole civilized world,

It would afford us special satisfaction if you would enter into permanent closer rolations to our museum. We intend therefore to propose to the Governing Council your election as a lifelong member of the Committee of our museum.

We beg you to kindly inform us whether you would be willing to accept such an election.

With the highest esteem,

very truly yours,

Enclosures: 56

Deutsches Museum.

vy S.C. Linde

\ Y /

Certificate of Membership.

Ful OPPICE OF
EDEN MUSÉE AMERICAIN CO.

(usette)

230 STREET, NEAR BROADWAY

New York Hay 20th 1912 of What I have to

Thomas A. Edison, Esq:-Orange, N.J.

Dear Sir:-

will you please give me an appointment at the Laboratory some morning this week, as I desire to see you, in the absence of Mr. Dyer.

Yours very truly,

Ruh. G Hollaman

1 ymmen

ROOM HEST 26 BROADWAY

may 22.1912.

Dear Mr. Echion

I was telling mr. John D.

Arabbold liday that you would like to meet him, and he said he would be near much pleased to

are you. If you are coming to new York very day, let me know after 11 o'clock by phone, m.

about 1, 45 p. m. 20 if you drop is about 1, 45 p. m. 20 if you drop is

to see me whom 1.30, it will be all right a enjoyed my visit of last

Tatuday inmensely the new wonders and the old reminiscences, with

Kinded regards your faithfully

I Se Si &

Thos. a. Edwin &

2220 /3roud.)

OPPICE ON
EDEN MUSEE AMERICAIN CO.
CURRENTO
23D STREET, NEAR BROADWAY

New York. May 22nd 1912.

101

Mr. Meadoworoft,

Office Thomas A. Edison,

Orange, N.J.

Dear Sir:-

Answering letter received this morning, will you please make the appointment for me with Mr. Edison at Ten o'clock Friday morning. As I shall come over direct from the house, can I ask you to drop me a line to 856 President Street, Brooklyn, if this time is not acressble.

Yours very truly,

Rich of Hollaman

10.30

Clear On Estis Confirming talk with your Lecretary over persons this morning I would very that I am making appearintment with William J. Monderwa, the newscial critic, to have a table with you on next wednesday afternoon, June 5, at He Laboratory, as you desired. Ite is a tury chap, and has a lot of work to do, he says, before leaving for Europe on June 15, and only asks that the engineent be hard and fast, He will to delighted, he says to meet you, and felt flattered when I told him you had read are he had written. He would be a great men to have on tap in comestion with the phonograph,

I shall call you up on hedraly suspents. cuit hudest regards. Gover faithfully Thomas a. Edwin En



Machine Department

The reply please quote

Mm/Ι.

T. A. Edison, Esq., Orange, New Jersey.

Dear Sir.

In the Bearer we have pleasure in introducing Mr. Erwin Schwartskopff, a prominent Engineer in the service of the German Government, who is making a tour of inspection in the United States and is very anxious to fisit your Works.

We should esteem it a great favour if you would give Mr. Schwartzkopff a few minutes of your valuable time, and afford him every assistance in your power to inspect such Plants as he may be interested in.

With best thanks in anticipation of any courtesies you may extend to Mr. Schwartzkopff,

We remain,

Yours faithfully,

SERSMANN-ELEKTRICHTATS-WERGE,

Aktiengosellschaft.



## AMERICANWOODWORKING MACHINERY Co.

90 WEST ST.

NEW YORK, N.Y.

June Eighteenth,

Mr. Thomas A. Edison. Llewellyn Park, West Orange, N.J.

Dear Sir:-

We are addressing you at the we are sauressing you at the request of Mr. William Roberg, an engineer in the service of the Russian Empire, in the Department of Forests of the General Department of Agriculture.

Mr. Roberg had the honor of visiting you at Menlo Park in '79, and has asked us to endeavor to obtain an appointment for an interview at this time.

The occasion for Mr. Roberg's presence here is an investigation being made by the Russian Government to improve their means for muselan woverment to improve their means for the housing of immigrants in Siberia. He is interested in your inventions for the construc-tion of cement houses, and is of the opinion that such houses could be created to advantage in places remote from timber supplies.

We hope you will find it convenient and agreeable to grant this request, and assure you that your compliance will place us under obligations.

Respectfully yours,

American Wood Working Machinery Company, m Sonning

Ву

CMJ/FS.

P. H. GLEMENT CO.
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HOVY B. BRO. CO.
LEVI HOUSTON CO.
GLOBE MACHINE CO.
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### **ITRANSLATION FOLLOWS**

R. Diesel Ingenius.

Noinehen, don 20. Juni 1912. Maria Throsia-Str. 33

Tolefan +0993 Tolega, "Dissoleo Abûnchen."

Thomas A. Edison Esq.

Orange N.-J.

Ich habe die Photographieen, welche Sie mir mit Brief vom 3. Juni übersendten, erhalten und spreche Ihnen meinen herzlichsten Dank für dieselben aus.

Es ist mir eine grosse Enre, mit Innen zusammen auf einem Bild aufgenommen zu sein und ich freue mich auch gänz besonders, dass Sie die Bilder mit Ihrer eigenen Unterschrift vermehen haben.

Soeben erhalte ich aus New-York die Mitteilung, dass meine Photographie , welche ich für Sie bei dem New-Yorker Photographen bestellt hatte, nicht gelungen ist. Ich erlaube mir deshalb Ihnen als Postpaket meine letzte Aufnehme mit meiner Unterschrift zu übersenden.

Mein Besuch bei Ihnen ist mir eine sehr schöne Lebenserinnerung.

Ich verbleibe mit besten Grüssen

Ihr ergelfener

### [TRANSLATION]

Trong a Codicion Eve. Crance Jes. Rowner your letter of John 32 mit the enclosed Dielographs for which accest my reastiest tranks. I consider it a great went to be on the same intere with you and wire to think you executely for your passenal signiture with your with under wester the same. I save grained move at this time from wiew Joik Ant my sichere which I had taken to went to un wort on satisfacting and therefore will sout you as second class weil un let the talegraft with my busenal signature under west . it The visit I said on with changes be a steasent remembered to me in my future life with best Yours Very truly Thesel.

gu. Vin

# Bethlehem Steel Company.

South Bethlehem.Pa.

C. M. SCHWAB.

July 18th,1912

My dear Mr. Edison:

Our Argentine friends are ready now to wisit your plant any time you say the word. Will you please let us know when it will be convenient for you to have them do so.

With kind regards,

alter and the contract of the

MANUFACTURERS OF THE PERRY ELECTROGRAPH
THE DAYLIGHT TALKING SIGN
ASIGNERAL PRINCES

DIRECTORS ASEC PERNY H.E.HAYDEN LINON PERNY HA HAYDEN HOBERT MARSH

Perry Electrical Morks,(Inc)

OFFICE AND FACTORY

917 & CENTRAL AVE. LOS ANGELES
HOME PHONE FISHS

Well

July 23d. 1910.

Mr. Thomas A.Edison.

Orange, New Jersey.

My Dear Sir,. It has been my desire for many years to have the opportunity and pleasure of a personal interview with you.

I am starting for Chicago in August on matters connected with an invention on which I have been working for the past ten years, having at last completed and commercially summer perfected same.

appreciate the privelege of meeting you and inspecting such appreciate the privelege of meeting you and inspecting such partials of your laboratory, if any, as might be permitted, each the object of this letter is ask you whether a visit to your city in the early fall would be agreeable to you for these purposes.

Very Sincerely Yours,

P/A

asher Arthui Cany

Polis it

# Bethlehem Steel Company,

South Bethlehem,Pa. My dear Mr. Edison: We have fixed upon Saturday August 17th, as the date most suitable to our Argenti friends to visit your plant at Orange. there, and probably drop in about 11 A.M. will be about fifteen in the party. I trust this date will be entir convenient for you, and with kindest regards beg to remain, Merchen Herrofinan and Merch

# Betillehem Stew DOW CHOFT.

South Bethlehem,Pa. MEADOW OROFT. MEADOW CROFT.

MEADOW CROFT. My dear Mr. Edison: TOGOFT.

MEADOWN. B. G. Mr. B. G. Grace, our General Manager, and I will accompany the Argentinians in their visit to your laboratory at Orange, W.J., on Saturday of this week, August 17th. It is our intention to visit your laboratory at Orange and not We shall leave ners about 5:00 no classhare on that date. o'clock in the morning and expect to reach the laboratory about 11:00 c'clock. I think we can definitely state that there will he twelve (12) in the party.

I am sanding you by express to-day, thelve (12) of your photographs. Will you please autograph each of those photographs at your leasure so that they will be ready for the Argentinians to take away with them on Saturday. Whay would all be very glad to have your picture and they make this request of you through me.

I am looking forward with pleasure, as are our Argentine friends, to meeting you and seeing your isboratory.

With many thanks and kind regards, MEADOW CROFT.

MEADOW CROFT A. Edison's Laborate MEADOW CROFT.

let been

# Bethlehem Steel Company,

South Bethlehem, Pa. August 16th, 1912.

PRESIDEN

My dear Sir:---

I thank you for your kind letter of August 15th. We leave here to-morrow. Saturday morning, by matomobile, at 7:50, and hope to reach Orange a little hefor: 11:00 o'clock.

It is very kind of Mr. Melson to recoins stose friends. At the same time I mant Mr. Melson to realize that a great man our friends from South America regard him. When I told them that before they returned to Argentian I would be plad to take them anythers or do anything that would please thum, they did not nesitable to say that what they chiefly desired to do in this country was to meet Mr. Melson. They said that Day would appreciate this opportunity and that it would make their visit to this country a memorable one. I ame sure that Mr. Melson will be glad to know this and what a great pleasure these contlement have in store for them.

There will be twelve (12) altogether, headed by Captain Consalez Fernandez. They are all highly educated gentlemen and speak English very well.

Sincerely yours, Shownh

Mr. Wm. H. Meadoveroft, Laboratory of Thomas A. Edison, ORANGE, NEW JERSEY.

#### INTERNATIONAL ELECTROMOTIVE COMPANY

### EXECUTIVE OFFICES

DETROIT, U.S. A

Chicago Office, 3710 Racine Avenue. August 17" 1912 .-

Thomas A. Edison, Orange, N.J .-

Dear Mr. Edison: -

On occasion of my visit to see you last week,-the first in many years,-afforded me pleasure in behalf of "Auld lang syne" and great satisfaction to see you looking so very successfully happy. A continuing cumfort for me, I find is being amplified in that your achievements have securely placed you in the order of the truly great of Earth .- Being associated with the early order of the truly great of Earth.—

Mening associated with the entity workers for the establishment of one of your first great achievements, has become an abiding joy.—

That great opportunities are now open and calling for attention in behalf of Justice and poor lumanity: is surely manifest in every direction.—

Your published statements emphasize the manifest in every direction. Your published statements emphasize the situation most helpfully. Please see a good message inclosed herewith. Upon its reading: I marvelled at its parellel's with my experiences

and conclusions .-

As voluntarily suggested to you, I will try and give you brief and clear outline of conditions with me, and environment of my interests at this time, with view of having such suggestions as you may be pleased to make

You will remember how difficult it was, in the early days, to interest capital in our new Industry, and how a new and unique style of financing appeared in Michigan during that period, which was given properties and expression under the title of "The Edison Exploiting Association of Michigan" .- This Association embodied about one hundred of the most prominent Citizens of the State and was largely instrumental in secure ing the money to build Central Lighting and Power Stations at once in Detroit and Grand Rapids, Michigan and at Columbus, Ohio.-There naturally grew out of this development a large and valuable

business acquaintance for me in Michigan, Ohio, Indiana and Illinois, many

of them engaged in Transportation .-

I believe your new Battery has merit and that a great field for it exists in common road and Railway Transportation and otherwise, and I would like very much to have you suggest any working arrangement you may think best for me to get the advantages of the strength mentioned above .- Early results would surely be secured in Michigan and surrounding States, and rapidly follow elsewhere .-

For nearly a decade I have been working on a "Direct System", whereror nearly a accase 1 may need working on a "Direct System , where-in a prime mover- may a gas engine-electric...generator-motor Combination is employed to drive the Conveyance. This interest is now being handled by the International Electromotive Co. of petroit, Michigan.

This experience taught me that a Secondary Battery would also doubtless be used for certain classes of work, and now in that you have produced a dependable Battery, there is no reason in further doubt .-

Mr. Frank E. Kirby of Detroit, one of our Country's greatest Ship designers, tells me that he believes Electric Transmission will superceed the Mechanical on all Marine Craft .- This expression came about in

talking of some ideas being exchanged on the subject. The fact that Mr. Kirby was among the first investors in the "Adison Detroit Central Lighting Station", should give strength to his opinions touching this He has always been one of the first to use Electricity onfeature board his Ships.-

You doubtless believe that improvement is possible in the transmission from batteries to the propelling means of conveyances .a have made some rough experiments in this direction which show that a have made some rough experiments in this direction which show that a greater coefficient can be had from the battery charge, of at least 20% as

and this, without complication of regulating structures.

This improvement will reside partially in a special type of motor, costing not to exceed 10% more to produce than an ordinary series motor, such as generally used for battery service, and will partly consist in a now system of connecting Battery and Motor whereby more methodical or uniform mutual functioning of Battery and Motor will obtain, and in some uniform mutual functioning of Battery and Motor will obtain, and in some measure neutralize the reactionary characteristics of the combination.

This is now in tentative shape, and I have no facilities at present, for perfecting, or protecting it .- I would be glad to make any disposition of it you may suggest .-

I am now practically free from any active business, and it would make me feel as if I were returning to my fathers House should you kindly decide to give me a "Jack up" in some way you will know about best.-

I realize how valuable every moment of your time is and will conclude with: -- that I have three fundamental combinations or systems .- Two are of the Electro-mechanical order, and one, of the Economic type .- Have outlined one of the first briefly, which purtains to Battery work, and will interest you most .- These are clean-cut and will make money and not trouble .-

All required is facilities such as you command without infringing on your time. - I will do anything with these(the result of my best lifework) you tell me is best .-

Would it be in line of the "usual" To perfect the Battery Combination in your Laboratory? . -

With all my best wishes,

Yours Sincerely,

John Domarkle

Ed. James e

Mr. Edison:

You will remember that John R. Markle was love the other day and had some kind of proposition to lay before you. He was to submit it in writing.

Here it is

aug 21/12



## Bethlehem Steel Company.

South Bethlehem,Pa. August 22/1, 1912.

C.M.SCHWAB.

Laboratory.

My dear friend Mr. Edison:-

I have returned to Bethlehem this morning from New York, after my very delightful trip to your

I wish I could convey to you by letter how deeply our Foreign friends and I appreciate your delightful entertainment and courtesies on Saturday last.

As I have so often expressed to you personally, I regard you as our greatest American, and this view is more than shared in by the friends who accompanied me; but aside from all your wonderful work, they are more pleased with your delightful personality. They tell me they are sending you a group phomograph which they have had made expressly for vou.

Again allow me to thank you for your great kindness and to express the hope that you may arrange for a visit to Bethlehem and have an equally enjoyable time.

Very truly yours,

Mr. Thomas A. Edison,

Orange, N. J.

Lat it

## Bethlehem Steel Company,

South Bethlehem, Pa. August 22nd, 1912.

My dear Mr. Meadowcroft:-

C. M. SCHWAB.

Referring to your letter of August 20th. I received copy of the group picture this morning. It is very good indeed. I shall be glad later on to receive the inside picture which you mention.

I shall long remember our very happy visit to the Laboratory on Saturday.

With kind regards.

Yours very truly,
On Schwal

Mr. William H. Meadowcroft,

Orange, N. J.

### [TRANSLATION FOLLOWS]

14.0

ARGENTINE NAVAL COMMISSION & BETHLEHEM STEEL CO. SOUTH BETHLEHEM, PENNA.

Agosto 25, 1912.

RECSIVED Alte Re jus

Sir:-

Oblico à Val. à distracreo un minuto man de las tareas del Gran Inventor, y espera que un bendad me distracte de la compania de la mana en nombre de las efficiales à mis ordenes y en el mio propio, por la amable acogida que Vd. non dispenso durante la visita efectuada à su establecimiente de Grange, N.J., y por la afabilidad con que el alto personal del mismo establecimiente nos die unas horas de emena é instructiva distraccion,

Como uma demostración de admireción sirvase aceptar mi distinguido Señor, la adjunta fotografía de todos los miembros de la Comisión Naval Argentiam en Bethlehen, modesto pero sincero presente, simbolo de alta consideración y de afectucos regentes.

Muy sinceramento,

Jamon Gamah Herwani.

Mr. Thomas A. Edison,

Orange, N.J.

### [TRANSLATION]

53903-TRANSLATION: GRAU.

PION GRAU.

August 25-1912.

Sir:--

I am, just for a moment, keeping your mind away from your great inventions, but I hope of your windmess you will axome me for doing so, as it is my greatest
desire to thank you once more, in the name of the officers
under my command and in my own for the kind reception you
bestowed upon us when visiting your plant at Orange, H. J.,
and for the courtesy with which the high officials of the
plant entertained us for a few hours.

Distinguished Sir, so a token of admiration kindly accept the enclosed photograph of all the emmers of the Argentine Naval Commission at Bethlehem, a modest but sincere present, symbol of high consideration and great respect.

Sincerely yours,

(Signed) Yamon Goman Fernan

Mr. Thomas A. Edison.

Orenge. N. J.

Edvin

A R C Code used

Thomas A. Edison, Esq.

Glenmount.

Orange, N. J.,

11. S. A.

MEADOW CRUF

AA WEST GEORGE STREET

Dear Mr. Edison.

Since my interesting meeting with you in July, in seeing through your extensive Works. I must thank you and your assistants for the many kindness shown me.

As you are aware I am giving a series of lectures on your life's work, and already, some important engagements have been made for me commencing in October, in which several gentlemen of Title and high rank are to preside.

I have just had word from Mr. F. Dyer that several lantern slides illustrating the Phonograph and the Storage Battery, are being sent me, but I would take it as a Personal favour if you can see your x way to send me many more as I wish to make these lectures very complete of your whole life's work.

May I mention such as first typewriter, telephones, telegraph apparatus, and first system of Electric Lighting if you have any proofs, also your many decorations. Presentations and if possible views of your Residences and Estates, Etc.

The British public dearly love pioneers, and looking to the Pa fact that you are still so active and that the Press have had so many mystical Akadinical ideas of your existance, true facts are appreciated.

A. B. C. Code used.

44 WEST GEORGE STREET,

I trust you will see your way to oblige, and apologising for encroaching on your valuable time,

Believe me,

A signed photo of yourself will be greatly valued.

go view

Aug. 29, 1912

Mr. Edison:

Dr. Jaques Bertillon, who is coming over, is the brother of Louis Alphonse Bertillon, the "finger print" man. They are both sons of Louis Adolph Bertillon, the inventor of Bertillon messurements.

Dr. Bertillon is Director of Bureau of Municipal Statistics. He has translated the report of English Board of Trade on Cost of Living, etc. as well as other similar reports. He is interested in everything pertaining to industrial conditions, etc.

Bachman

Pat Vision



# Hotel Belimond

FORTY-SECOND ST. AND PARK AVENUE

Room \$317

Mem Nort

August 30th, 1913.

μο<sup>1</sup>/ ,

Thomas Allva Edison Esq., West Grange, New Jersey. Say OR

Dear Sir:

I should be very glad if you might offer me the opportunity of a short conversation.

Lacking a personal introduction I may only mention that I am present in New York as an Official Delegate from Horway at the Highth International Congress of Applied Chemistry.

On Tuesday evening I leave New York for Washington, but will return on Friday.

I am, de r Sir,

Very respectfully yours,

Out & inding - Lanen.

CHARLES L. EDGAR

CAULE ADDRESS

TO STATE STREET BOSTON, MASS

Win Boston, September 4th, 1912.

Thomas A. Edison, Esq.,

Orange, N. J.

My dear Mr. Edison .-

Thank you very much for your letter of August 1st, regarding my twenty-fifth anniversary. I have a very distinct recollection of the morning I called on you in Menlo Park in 1883, and look back with a great deal of gratitude to the many kindnesses which you have shown me from time to time since that date. Your name has been an inspiration to all in the industry and I am no exception to the rule.

I had intended going over to New York today and going out to Orange tomorrow to see what arrangements I could make with you about your coming over to Boston during the Show. They tell me that there is a possibility of your going to the Edison Convention, and I am therefore putting off my visit to you, hoping to see you at the Virginia Hot Springs. If you are not there, I will stop over on my way back and try to persuade you not only to come yourself but to bring Mrs. Edison and stay two or three days with us some time during the month of October.

Yours very truly,

Scars Rale My Shee 6/12

That it Edicas Eng 13

My dear Mr. Egister 3

Jone tray Refere the my Mind of Successful and My Superful of My Sheet of Montanaparts and the recomb

Mutuag of the Amy Into Central

R.R. Suft in New York Spending

a think time with My Some.

Therein to Edicin Halling and

Manghto to Edicin Hall was and

Manghto to General Care Me 1 Mms-

D. H. Louden, If you are not too much engaged, would be ghad to meet you some where, My boys - are in busines in Ms. I go in accasioning Hote but wither I am Vy longymy Jao 7. Hallices you - Jum 8 8 Martin

Cable Address "Edison; New York"

Trom the Laboratory Thomas A. Edison,

Crange, N.J. Sopt. 18th, 1912

Mr. John Fahnestock Wallick, Scarsdale, N. Y.

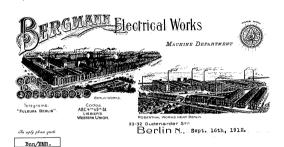
Dear Sir:-

Your fevor of the 6th instant to Kr. Edison received, and contents noted. Mr. Edison directs me to write you that he can see you here et the Laboratory at any time you find it convenient to come out. However, it may be best for you to telephone to me just when you intend coming.

Yours very truly,

John Fahnestock Wallick

Justian of aces



Mr. Thomas A. Edison, Orange, N. J.

My dear Edison:

This is to introduce Mr. Kettner, who is connected with the Foreign Office and who is crossing over to America by order of the German Government.

Mr. Kettner is very desirous of shaking heads with you and I should esteem it a great favor of you would give him a few moments of your time and have one of your lieutenants show him around your works.

Thanking you for any courtesy you may extend to Mr. Kettner, I am,

Vhabler Holliner Gehinus Bydonosul and vottinghed this in Association Aut Yours very truly, Hugmann.

Borlin.

Bet Jiw

FREDERICK L. HOFFMAN STATISTICIAN THE PRUDENTIAL INSURANCE COMPANY

OF AMERICA

October Third Nineteen Twelve

Mr. Thomas A. Edison, West Orange, New Jersey.

My dear Mr. Edison:-

I wish to thank you most heartily for the exceptional courtesy extended to Sir Thomas Oliver during his visit to your office and the plant of the Maison Storage Battery Company.

Sir Thomas enjoyed his trip immensely and I only regret that his personal interview should have been curtailed on account of other engagements.

It was also a great pleasure to me, personally, to meet you and I hope that some time in the future I may have an opportunity to no through your works more at leisure.

I remain,

Very truly yours,

Their CHO Journ



# CINEMATOGRAPH PUBLISHING COMPANY

BLISHED WEEKLY

JOHN A. WILKENS, SECT WILLIAM H. PETINGALE, TREAS 30 W. 13th STREET NEW YORK CITY

New York, Nov. 12, 1915

Turk

John Pelzer, Esq., Raison Manufacturing Co., Orango, R. J.

Dear Mr. Pelzer:

"My Soiern Historis Records searchitten are desirable their annual meetings be until a shortly (sesirable their annual meetings as on the shortly (seter their their annual meeting of the shortly (seter) their or which two works the nester) a rowing picture and phonographic oxhibition of educational or historical muljoto, and I have been requested to come over, and interior in. Maison, obtaining his structure of the council of the structure of the structure of the council of the council of the structure of the structur

Will you kindly advise me what you can lo to help me in this matter, and oblige

Yours frithfully,

Alped V. Saunders

### [ATTACHMENT/ENCLOSURE]

My Je Pr

Mr. Edison:
11that do you wish
to say in reply to this.

to say in reply to this.

Nov 13/12

We could be over the control of the

Mean for your and the

P.B.SHAW

PENNSYDVANIA BUILDING PHILADELPHIA, PA.

MEADOW CROFT

Mr. Thomas A. Edison, Orange, N. J.

My dear Mr. Edison:-

The contents of your letter of the 11th inst. was a surprise, and was indeed a curious coincidence; I am almost tempted to say I am sorry, however that would not be the real truth as I am rejoiced to learn that you have the money, which means, of course, less strain on you personally.

big enough to take my party along? I think if you and I were to talk the matter over we might find ways and means to do business.

laboratory some day next week if you care to discuss the subject with me, and of course, if nothing comes of it there will be no great damage done. At any rate, let me hear from you as to this last thought of talking the meater of war. thought of talking the matter over.

With kind personal

regards, I am,

Very truly yours,

S-H.



## CINEMATOGRAPH PUBLISHING COMPANY

PUBLISHED WEEKLY

ALFRED H. SAUNDERS, PRES JOHN A. WILKENS, SEG'S WILLIAM M. PETINGALE, TAKAS 30 W. 1314 STREET NEW YORK CITY

New York, Nov. 18, 1912.

Thomas A. Edison Laboratory, Orange, M. J.

Attention Wm. H. Headoweroft.

Dear Sir:

In reply to yours of Nov. 14th I thank you for the promise of interviewing ir. Thomas A. Edison, and it is my intention to attend with Mr. Larned of the Retional Modern Historical Association, Wednesday morning, 20th, about 10,30 to 11,

Yours faithfully,

Alped V. Taunders

ANDREW F. WILSON, Personer

WH H. KOUWENHOVEN, THE ASSURES H. C. DE GRAFF, SECHETARY

E.N. REMSONFlice Pricedon.

H.C.De GR

VEHICLES LEFT WITH US FOR REPAIRS, STORAGE OR ON BALE, ARE NOT INSURED UNDER OUR POLICIES AGAINST 1038 BY



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AND IRON STABLE FIXTURES.

Er. Thomas A. Edison, Orange, N.J. Dear Sir:

As manufacturers and disbursers of horse-drawn vehicles for the past thirty years, we begin to wonder what ultimate effect the electric and the gasoleme truck is going to have on our general business. The writer contemplates a trip to Orange, N.J. within a few days, and would like to inquire if you would care to tell me your experience and your views upon the stituation, provided, of course, he were to call at an hour that would be agreeable to you. There is a train leaving New York at 9:10, arriving at Orange 9:59. Would it be convenient for me to call on, may, Friday mounter of this

Appreciating your courtesy, I beg to remain,

Verytruly yours,

AFF/1.

week?

Andrew Ti Wilow

WH. H. KOUWENHOVEN, THE ASSURES.
H. C. Dr. GRAFF, Schetary

ANDREW F. WILSON, PARSIDENT V. E.N. REMSON, Vice Parsident

H.C.D. GHAPT, SE



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NG DISTANCE TELEPHONE

AUTOMOBILES. STORAGE REPAIRING. RENTING. Brooklyn NewYork vov. 29, 112 191

Mr. Mendowcroft, c/o Mr. Thomas A. Edison, Orange, N.J.

Dear Sir:

Under date of November 27th, I received from Mr. Thomas A. Edison a reply to a former communication in which I asked for a brief inbarview relative to electric propelled vehicles, and he suggested that I communicate with you and arrange for a merting. It is not that I wise to take much of Mr. Edison's time, but I want to get at first hand some of his experiences.

There is a train reaciting Grance about 9:59, and if agreeable to you, would be pleased to go out on Tuesday or Wednesday of next week, December 3rd or 4th.

I await your early reply.

Verytruly yours

AFW/1.

callet

I. F. KLEIN, D.E. T. E. BUTTERFIELD, M.E., C.E., B B TO SCHWEINITZ, M.E., E. L. JONES, M.C. SOCKARDS OF MACH F. V. LARKIN, B.S.,

LEHIGH UNIVERSITY. DEPARTMENT OF MECHANICAL ENGINEERING 

SOUTH BETHLEHEM.

Mr. Thomas A. Edison, West Orange,

M.J.

Dear Sir:-

In January, 1910, you kindly permitted me to bring a party of Senior Mechanical Engineering students to visit your West Orange Laboratories. The visit was most interesting and instructive and highly appreciated. I shall be very grateful if you will grant a similar privilege to this year's class. There will be about 14 men in the party, including myself, and we shall be in New York from Dec. 17th to 20th inclusive.

Last year you were unable to grant us a similar request as you had just had the American Society of Mechanical Engineers and some other parties visiting your laboratories, but you kindly intimated that you might grant us the favor at some other time.

Hoping to receive a favorable reply, I am,

#### Edison General File Series 1912. Warren County Warehouse Company [not selected] (E-12-84)

This folder contains documents pertaining to the Warren County Wendouse Co., a subsidiary of the Edison Portland Cement Co. The one document for 1912 is a monthly statement sent to Edison on June 1, 1912, jointly signed by Herman E. Klefer, secretary, and William H. Mason, treasurer.

#### Edison General File Series 1912. West Orange Laboratory - General (E-12-85)

This folder contains correspondence and other documents relating to operations at the West Orange laboratory. Included are notes from Edison to longitime associate Jonas W. Aylsworth, master machinist Robert A. Bachman, and other members of his technical and experimental staff. Also included are items by Edison's personal assistant William H. Meadowcroft; Walter L. Eckert, general auditor of Thomas A. Edison, Inc.; and Carl H. Wilson, general manager of TAE Inc.

Approximately 30 percent of the documents have been selected. The items not selected include receipts, printed material from employee events, onthly statement pertaining to the consumption of electrical current on the third floor of the laboratory, memoranda concerning street cleaning, letters of transmittal and acknowledgment, duplications.

CablecAddres Cadison, NewYork Thom the Laboratory Thomas A. Edison,

Thomas Id. Edison.
Westernand Change Sg. 7 st. 8, 1912.

Mr. J. a. Edwan

Prac Sir. It gives me frest pleasure to inform your

in rehalf of the Laboratory Tiss Association "that you have been elected 6x Officer", of the Tise Association and we will be fleured to about by

your advice and instruction I be look of minutes and also the positions assigned to the different men evening the various stations are glar to

assigned to the different men covering the various or your inspection at any lime.

your Respectfully Ludwy DH Secretary

Jerue Jerue

May 9, 1912.

Mr. Meadowcroft:-

The one 1b. of Hydrate, as per your note attached,

left via U. S. Express teday.

Butta Backman

#### [ATTACHMENT/ENCLOSURE]

Mr. Backman :

Mr. Edison wishes you to Kindly sand one fround of nickel Hydrade by express to Mr. Ethalis New York Barre, 5 Nassan Street, New York Chy.

Will you please have it sent by prepaid express boday, if possible.

There is to be no charge for this. It is a present from Mr.

Edusori to Mr. neave. W"Hilleadoweroff

may 9, 1912.

18x PP9.

deone over or Rubina wee get it - E Printess Tool + Supply Co

\$572.50

Buchman Julphond

Buchman 7/5/12

Jam un der Che un preseron

Jon have a 51x valt

Stating Dynamo ever Chase

Stating Dynamo ever Chase

Mot use of Wee need one bad

un Dise Dept Look around to seeport would be nearest to it

Why not make 20 or 30 Battles of Lower Varnush with new mederials, from Deflain Chemicals, 4 send them right aver we can How maked them call up at once of get of make recuelts, If you can get rid af chemicals that are liquid at ordinary lemporalment to will be good - want comething that wells at 150 or about will you be home all day or Can you come aver avec me tagely

Rome, n.y. aug 29/22 Vea George Will you please forward my made to me at Wylee Park House, 120 Park Street, Rome, n. 24.

until further notice, + oblige Yours very huly,

er ch

Wylie Park House, 120 Park Street, Roma, n.y. Sept. 4, 1912. Dear George: Wice you kindly send my pay to me at the above address by registered mail . I will lat you know of any change of address. I am glad to say that my wife is getting along very favorably. Hers is a serious case, but the Doctor thinks she wile come out all With kind regards, I remain yours very truly Wyfelleadownoff P. S. Did Mr. Edison sign those 75

group pictures that were to be sent

by you to Dempsey obarroll?

If not, will you please remind him about it.

Nindey let me know.

Please put enclosed memo and letter in Mr. Edward made backet.

Better have the letter copied by typewriter first these true is too valuable to waste trying to read it.

Sit am

September 5, 1912.

Mr. H. F. Miller:-

You will recall I wrote Mr. Edison a memorandum regarding carrying on the books, apparatue which is gurenuseu or the Laboratory of an investment nature, and he approved of my suggestion. I wish you would see me regarding this at your earliest opportunity, as there are several things in connection with it that I would like to discuss with you, particularly with a view of carrying this investment on the Laboratory books instead of our own.

WLE-JES

all all all and a second

gor gr

Sept. 13, 1912 My dear Mr. miller: Please accept my thanks for your kind favor of the 11th wistand enclosing present week's sectory - The previous one which George sent me was received the marning after I wrote you. I thought when I wrote my letter to you that possibly George might have gone away for a little vacation and the matter had escaped attention, but it seems it was all right unquay. I am glad to say 1601 my wife is making good progress Towards recovery - She has had a scrious time, but fortunately stee is under the

Wylie Park House

120 Park St, Rome,

is getting along well. It will be many months before also will have that the fall was of how right arm, but as long as the comes has give we can among affairs of home to ment the case. We high to get purviseion to go home about the middle of need week. Ifeel beg on seeiing my meet week. Ifeel here suched I notify you to the

I note that Mr. Edison is still

Mita limbest regards to you all

yours sincerely,

WHelleadowcroft

working nights. He certainly is a wonder.

P.S. I suppose you sent off that lather to

Johnson about Chambers of Commune meeting

care of an experienced specialist and

•
C. S. #2. A man named law Valkouly
may turn up to try and interview
Mr. Edison for "Paysical Culture" I
have written him telling him he
Council have the interview this month,
but he might turn up - Block him
if les does.
If you see a package
Here from Scheller, the book binder,
wile you please put it inside my
deste so it will lay flat.
work
The second section of the second section is a second section of the second section of the second section secti
The state of the s

.

Sept. 18, 1912.

With Meadowcroft

Dear Mr. Miller:

Nill you kindly have
annound better written and seem
it after Mr. Edison has signed
it.

I am gead to say that
my wife is so much better that
we capact to go home Friday or
bakusay of this week.

I my male for me can
work be seed to me at 428 East.
Main St., Boonton, N. J.

Hoping ale is well with
your, and will kind regards to you
and all the boys, I recease

Jelegran

Cot 2, 1912.

Zenos W. Carter
53 State St.,
Boston, Mass.
Impossible to attend tonight.
Am exceedingly Coury.
J. a. Edfory.

gor ar

October 9, 1912.

Mr. H. F. Milier:-

I am still awaiting a reply from you regarding the method of handling purchases which are made by the Laboratory, and which are of an investment nature, which have heretofore been charged to the several experimental jobs you are carrying on for us. I am very anxious to settle this matter, and wish you would see me as soon as possible.

WLE-JES

Alephone Agleworth Energh HExachoro to make up 3 or 4 Letres of Varinal like Sacon

Mr. Dodd:

Make up at once at least 10 barrels of composition for ciling readways around factory. Mr. Leeming will obtain for you the necessary fuel oil for this purpose, and when you have the mixture made up, or any part of it, advise Mr. Hird and he will arrange to have it put on the roads. C.H.W.

11/27/12.

Copies to Mesers. Edison: Looming: Hird: Wurth.

Suled minutelle comme

Two prints have been

deliver to each of the following for copyright purposes Edward Battery Co. (# 3152)

This Q. Edien Inc\_ (# 3153)

Edwar Phonograph Works (# 3154)/

Thoo a. Eduan Photo Ney # 1116 and 1119

Mr. H. F. Miller:

Dec. o, 1912.

The way this letter is addressed would indicate that it was intended for you. If you cannot locate this up there, return it to me and I will search further.

I. W. W.

m. S. Mr. Haggerty says Brady did not send it.

My Elynomy Kary

#### [ATTACHMENT/ENCLOSURE]



We have word from our Poughkeepsie Works that they have received from you a can of material, which we assume to be something which you have sent there for experimentation in our centrifugals.

However, before running this we would like a little more information from you as to how to treat it, that is the temperature at which it should be run, how much water if any should be added to it, the capacity desired, etc., in fact any details which will assist us in accomplishing the desired results.

Upon receipt of your information in this connection the matter will have our prompt attention.

THE DE LAVAL SEPARATOR COL

Mm 29 2004 6000

Om Mucha - Secreticated Secreticated Secreticated Magical Matter to the world Stuffer Secretical Secreticated Secretical 
#### Edison General File Series 1912. West Orange Laboratory - Hutchison, Miller Reese (E-12-86)

This folder contains correspondence and other documents pertaining to supervisory duties of Miller Reese Hutchison, who became chief engineer of the West Orange laboratory in August 1912. The documents are mainly Hutchison's carbon copies of his communications to Edison and others, although there are also a few original letters bearing Edison's marginalia. In addition to communications concerning administrative procedures and record keeping, there are items relating to changes in the physical plant, such as the construction of a windowless, concrete structure alongside the galvanemeter room and the proposed addition of "aladies room in the laboratory" for the convenience of women employees and guests. Also included are a memoranda and drawing regarding the proposed allocation of work and storage space on the third floor of the laboratory.

All of the documents have been selected.

Lat Gen

February 1, 1912.

Mr. Edison,-

I am leaving Wednesday noon for West Point, where I have been invited to have dinner with the Officers at the Military Academy, and spend the night, giving a lecture before the student body at 9.30 A. N. Thursday.

This will not do us any harm.

м. г. н Ж

(Phono .- Asid forms ?)

March 5, 1912.

Mr. Edison .-

That Essex Press in Newark has exhausted my patience. It has been at least three and one-half weeks since we submitted proofs of the electros they prepared subsequent to our electros being burned up in their fire. They had only 6,500 sets of these reprints to get out. I have sent down several times, to find when they will be delivered. They promised faithfully to have them here last Saturday. They have not yet appeared. I have therefore written them that unives they are received on or before Saturday the ninth instant, we will refuse to accept them. I hope you will back me up in the matter. It is the only way I can get action on anybody.

(M.R. Hotelman)

Mr. Edison,

The status of the Chief Engineer of this Laboratory is not understood at all by the men. Heretofore there have been so many bosses/ owing to lack of initiative of Bilse, that everyone looks on him as a figure head. As I have no desire to pose in such capacity, I want it understood that I am in charge, of course under your supervision. So please sign this notice which I will tack up Mönday morning.

Hutch.

# [ATTACHMENT/ENCLOSURE]

Calle Address "Edison New York"

From the Laboratory Thomas A. Edison, Orange, NJ. <u>Asse, 12-1912</u>

MR.M.R. HUTCHISON

IS HEREBY APPOINTED

CHIEF ENGINEER OF THE LABORATORY— AND AS SUCH IS IN FULL CHARGE Mr. Edison,-

I have a manufacturing proposition for our Electrical Department:

At the request of Admiral Dewey, I designed, built, and installed an instrument for showing the speed of warships, in June 1908. The original installation on the U.S. S. TACOMA, remains in the same calibration as when installed.

This installation caused to be awarded to me the contract for equipping the U.S.S. FLORIDA at a price considerably above the price of other tachometers. The installation was made and passed without a single criticism.

It remains in satisfactory operation.

I now want to proceed to market this tachometer aggressively. In talking with the Argentine Navy men Saturday, they experied added in the receive full details. I am quite gure I can put one of these tachometer sets on each of the warships they are having built.

I can also place them on the American warships.

Quite a number of railroads are using them on
their locomotives. The NORTH STAR of the Mutual Transit
Company of Buffalo has one installed, and operating perfectly. The Massachussetts Institute of Technology is using one

of these tachometers as their standard of calibrating the

speed of a model boat they have built.

My idea is to have the manufacturing done by our electrical department. I will sell the apparatus. The electrical department will bill me with same, and I will in turn make payment of bills. I will stand the advertising and selling expense.

I prefer to have this made in the Works than outside, and as I want to proceed aggressively in the matter, and also wish to put some work into our electrical department, I thought you would be willing to have the same done here.

The instriment is really an assembly of readily obtainable apparatus. I use Bosch Magnetos, and G. E. dynamemeter type voltageters. The waterlight cases etcq we can have cast by the Lovell-McCommell Mfg. Go., and machined by Sloan and Chace of Newark. The assembly can be made and calibration done in the electrical department. It will therefore run into very little expense as far assequipment is concerned.

Respectfully,

mu Edison: The perpose of facilitating I can calling chino, te, a meeting grach week, Jm 3-4 M Then mill be present nicolar tokald in Singery mos

Harry: Harry: takes about 2 to 4 hours for an experimenter to ger any stock Jmn Phonograph is bost while the ord take To bring Julious. Dhave worked our a soliene mot the Jaz. The whenly Thave slips printed, cally in Tar Suc. ston peripor On culain material as July ow by the Experimenter OK This Seip tryon the boy Par Ship ashir of the form the ruch of ruch wars, Jar Inc. well but the Sat In such material, stelling Par 5.0, in ruch ittin, you will have cartin copy of the original order and come church who, way wang tring is alfunded to the a bring. This has him appointed by

Mristra pallin of a-12 gin batton of a-12 girl supporator as por 8/0 C-602 Since I hand outher

Min Edison: We attacked itself. un fædies tocket

## [ATTACHMENT/ENCLOSURE]

Sept. 16th, 1912

Dear Mr. Hutchison:-

There is a matter of great importance to me which I am forced to call to your attention, and as I cannot seem to get an opportunity to speak to you alone, I take this means of importing it to you.

I presume you are aware of the fact that there is no ladies' room in the Laboratory and that I am obliged to go down to the top floor of the Office Building. This is a great inconvenience, as you can no doubt realize, and also incurs a great loss of time. I do not mind it so much during the summer, but I do object to it in the winter, as every time I go cut I have to don my hat and coat, (which also makes it rather emberressing for me being smong a lot of men) and it really does not seem fair that I have to go wey down to the Office Building in all kinds of storm and weather. Do you think se?

Another thing - several times lady visitors have come to me and I have been obliged to trot them down to the Office Building, which they considered ridiculous, especially for a place like the Edison Laboratory.

Now, Mr. Hutchison, I hope that you will look at this from the proper standpoint and do what you can in this respect, for which I will be very thankful to you.

Very sincerely, Emily Suder

The EdisonThe toilst for famale
Stanographer would cost
when to 1000 the
Chapter to fore the
Stenographer and him a
man to take her pena

Er. Hutchison.-

Pat Brady says the reason we cannot get stationery, printed matter, etc. here immediately, is that he has received orders from Hr. Edison to order all such matter from T. A. E. Inc.

Mr Edison:

The length of time lawn to ope pointed weather through Sale. Due.

of pointed weather through Jan. Due.

of shows three times greater than I can gar in through my Spr.

ar Strage Balling.

Har Jon any Objection for my ording such through my.

Apalment. Dutch.

[ATTACHMENT/ENCLOSURE]

Mc Cleany

#### [ATTACHMENT/ENCLOSURE]

Julah = Sopt. 17th, 1912

Mr. Edison:

Referring to the attached:

Notwithstanding any statements to the contrary. there has been no delay, as far as the Advertising Department is concerned, in producing forms of printed matter for Laboratory use. I talked with Pat Brady to-day and asked whether he had my complaint to offer on the service generally and he replied "no."

The form he referred to specifically in his conversation with the one who wrote Mr. Butchinson on the 16th, was a Gatekeeper's Pass which was ordered on Brady's requisition #14595, dated September 10th. The order was for 50M and reached me on the 11th-last Wednesday. The same day I placed a rush order on one of our printers for the job. The copy was not particularly clear, so the safe thing to do was get a proof before printing. This proof reached me on the 13th (last Friday): I and of the same day, and it reached the printer on the 14th (Saturday). On a run of as many as Sou it is seconomy to make electrophysical terming the form sirgly. (This is obvious). The plates reached the printer to-day and the forms are printing now. Tho specifications call for the collating of the passes in pads of 100. The printed forms will not be dry enough to handle for padding until to-morrow. Delivery of the completed job will be made to-morrow afternoon.

We haven't lost a moment on the handling of this form. It could have been produced quicker, but we were not advised by Pat Brady that he had to have it immediately. There aren't a dozen concerns in the country getting any better service on printed matter than we are getting, and can get, nor are there any more getting work as chesply, considering its quality.

I think we are better equipped than the Storage Battery Advertising Department to handle Laboratory printing and I hope you will let us continue with it.

If necessary, I will have Pat Brady set a definite date of delivery on every order and meet that date, although in so doing we may have to pay a little more for some of our jobs than at present.

L. W. McChesney.

Sept. 17th, 1912

Mr. Edison:-

with Micclai bending every energy in getting out 1/4" and 1/8" tube loading machines, Philipot now comes on the carpet sgain for 12 resuming lathes still due. He reports that Wilson has told him to put on day and night shifts and double his production.

cushioning machines (sech mounting to a number of cylinders and whirling them around to try the rubber solution placed within them. Purts of these rachines were made on the outside and assembled here. Sammot all the machines be made on the outside outside?

Aikon wents a second edging machine and also wants enother extracting machine, the orders for which are in Micolai's and Luhr's Répartments.

will have to be reconstructed, as the present plate holders will have to be reconstructed, as the present plate holders are only half the depth of the once first designed for the truck. This means short 60 extra gride to be made and all the trucks taken apert, the whoelsturned and made absolutely level.

We have just completed the leveling up of two of Aiken's baking evens. He is now asking for the other two to be leveled up in like manner, which means another weak's works.

All of this work seems to be unloaded on the Laboratory when we are trying to do some experimenting. Hope this will let up soon.

Over \$1000 mt in on disc record job by Nicolai's room alone last week.

MRH/ES

CHIEF ENGINEER

X 11 Marie Ration of Contract of the Contract Mess. Wetzel & F.Brown.

October 7, 1912.

Copy to M.R. Hutchison

I wish to advise I have arranged with Mr. Hutchison that in the future when his people require any material from us to be used in connection with experimental work being carried on by the Laboratory, they will use the attached form which is practically the same as our own material slip, except that the material procured on these slips should be turned over to Wetzel who in turn will make out a material sheet, forwarding sheet to Brown to render a bill weekly. Wetzel should arrange to advise the different stock keepers to deliver material on these slips, but to be sure that the slip states the Laboratory Shop Order the material is to be charged to, furthermore it with we each slip should be approved by either Mr. Hutchison, or in his absence H. F. Miller.

There will be no question about having these slips passed, inassuch as when any slips are made out, a duplicate will be fermarded to Brady of the Laboratory, who in turn will check same with our bill when rendered. This does away with the Laboratory making out a separate requisition to procure any material, and also the handling of these requisitions when received by us.

Wetzel should also advise all of his stock rooms that whenever one of these slips are presented to a stock room of Thomas A. Edison, Inc., the stock clerk should change the reading of the ticket to Thomas A. Edison, Inc.

If there are any comments you wish to make, kindly see me.

W. L. ECKERT.

WLE-JES

Mr. Hutchison:-

Mr. Rutchison:

Our stock rooms, the above is a carbon copy of instructions I am issuing to our Procurion parameter, which I true you will find satisfactory. You will note that I advised renoring a bill find satisfactory. You will note that I advised renoring a bill weekly instead of sonthly, innsmuch as I think it will simplify the method of handling by rendering it in this way, as the items way be see macrous during a month that it would much sit dumberous during a month that it would make it dumberous to check.

es meister MR will Fresh a solid Concerts bulling alongside galvantmeter x 10 gr high, work no windows + a stul door. Coment Hoor. Steel shelves. as som as Dunvidde gives mu sketch of the Gulf arrangement he orconneud Del have ir laid our. Please issue S.O. to me toblige the

Mu Edison:

I really commot see that anderson is Earning the money we four form John rogers in Thisman to whom he has to go to get information on the work in hand whin I ask lim, and Kers is summy the stanny Perm. all anderson is doning so to chase arrand To the 3 or & large st concerns having our work in having + when then his suports an not satisfaction. When sifted down to bed trok At is readily seen This man is about 90% blust. He lacks hustle and is a detriment moting of a helps ar prosent mount is writing in 10/24/12

October 25, 1912.

Mr. Hutchinson:-

I return them to you innemuch as they are being used incorrectly. These slips as you know are intended only for material which which to procure \$foo our store that they are you know are intended only rooms in a hurry, so as not to hald up development work being carried on by you, on account of complicated system.

covers for Varnish Plate Racks, I assume is in connection with the equipping of the Disc Record Plant, for which you have an experimental order from us and also an Edison with making of equipment over the cover may work in connection with making of equipment you have not not not be supported by the connection with a work of the connection you have been a memoration to the work done charging it to our own shop order instead of a Laboratory shop order.

You also sent us a memorandum on a material sily to rue a mix inch steam line from the Labouratory boilers to our films Amberol hecord Department. This order should have been sent to us on a regular Labouratory order blenk, for if we are to do the work, and as it is work of a nature that is not experimental, but merely accommodation, I think it would be no more than fair for you to forward us a memorandum, allowing a form a labouratory declaration of 50% on labour if the work was charged to one of your shop orders and then billed by the Labouratory to us.

Will you kindly advise me regarding this matter at your earliest opportunity, incomuon as I sum holding up the data in connection with the steam line.

WLE-JES

M Edison The allacting explains
atsets, how defrond fulling this
who keem to delete as this
so the men 3 Told you so
the sole support of we
mother and could not get
another and could not get
another and could not get
another of we made in

In a four days.

I do not want the
responsibility of recentary
him methods from hundrings.

11/20/12

Mr. Edison- 9/21/0/28/12 Sometimes their a half dozen new waiting tore me in my office while mp. Wilson, Durand. to to air discussing matters was do not wish to Be known all over. With the House Lighting Sight, gots well established I will have to steer it. until Kammerhoff gits Straightened out I will have to other him on business end. Durygon in you down mind, my office as disk room In Krunedy, Kanmarhoff, and waiting soon for outside visitors towne or ramous matters pertaining to the Franciso.

Mu Edison:

1- Why not put Simpson, (Moores man now in little rown in Simuddies Ayr) in same room with Pirman: They are on allery. subjects + moor sums & think Sumpson should be in a room. rather than in the open as Im suggested. Buryon said no Omna private nous. acting on your instructions. 2 amploculling as follows: a - proparing to bormore, classify any store all models or on + in glass front shelms B- Rruber all partitions on side from Touch to Duwidies RAN C- Remore partition enclosing room in cornir of Sinwiddin Drfst D- Incusaring saik from Space. 3- mr Harry miller desires the little room now occupied by sally, as a private office for

making up pay voll to.

the morning on pay day, is scattered our the table in office, when prophe our coming in and our. Sally furfus other side of Bedg. as he has my room to handle the long glass tubes he smutiness has to work.

# can go in the Jom space, refined to in "2" and is compelled to experiment one in the two ments of the space of moise and small space in music room. He can are with open space also.

5- Is then any rason why the lutte cuby holes in more room should not a moved?

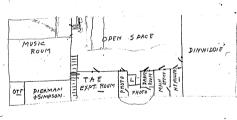
6- The men sugaged in refaming records in small room.

1 music room are constantly interrupted by visitors.

Why mer pur them in Merty 24?

7- Of course this can't be done
in a day, but I want to
law may plans to provide
considered doing of or of
work that occurs if
due thought is not given
a matter.

## [ATTACHMENT/ENCLOSURE]



PLAN OF

LABORATORY.

Mr Edison

for an interrupted so much by others that I have decided to submit arrupting to you that needs fruit sanction, by memorandum, Jam you can read t warmed argum communel.

John down through because you down are me often, that sam wir on the job.

Mat sam wir on the job.

Mildeson

Duis is a compary port
of commute neutry on 14"

looking maderies made,

By glanding over there
advanced state of the

work

MISING.

Milliam

Jam having wildy reports

John all head of Departments:

Power is michaled

Howard his report

Peur y turn all thise

reports knu

11/3/12

Mordison anderson's reports as to the the work we have condition ) outside als so visy and lasker I m detail (that) 2 an futing worked or to the actual condition the work. Sam then for Just Punce nicola to and hum Inst Dril a day to grow rach four Hhardy me a ditalled report to we practical a husting

Edison-

An The left hand side of music round, 34 floor from of Laboratory, There is a platform about 6 high. I can use it if you did want it.

11/12/12

## Edison General File Series 1912. West Orange Laboratory and Associated Companies -Letters and Reports to Edison (E-12-87)

This folder contains letters and reports that were written to keep Edison member about laboratory and company operations while he was vacationing in Florida in March-April 1912. Included are references to Edison's country house lighting system, the development of an electric starter for the Ford Motor Co., tests on Lansden vehicles, experiments with nickel hydrate, and other work involving alkaline storage batteries. There are also reports concerning Edison's motion picture interests, including the development of sound motion pictures, color photography, the Home Projecting Kinetoscope, and educational films. Additional reports relate to the development of the disk phonograph, the Blue Amberol cylinder record, an Amberola concrete cabinet, and new reproducers for cylinder phonographs. Some of the reports mention visitors to the laboratory such as industrialist Henry Ford who discussed the electric starter with Donald M. Bliss, Edison's chiler engineer, and William G. Bee, manager of sales for the Edison Storage Battery Co.

The reports were prepared by department heads and other employees including William W. Dinwiddie, Ignacy Goldstein, Ludwig F. Ott, Charles Poyer, Harold H. Smith, and Selden G. Warner. They were transmitted to Edison by his personal assistant, William H. Meadowcroft, who generally prepared a summary letter along with the individual reports. Many of the reports mentioned by Meadowcroft are not in this folder and are most likely scattered in other folders in the Edison General File.

All of the documents have been selected.

Mr. Dyer pero and (Copy)
Mr. Binoth pero market mark)
Mas at 13, 1912

Dear W. Edison:

The following is the news I have collected around the place

loday:

Mr. Weber days the disc reproducer is coming along wicely. He rias a special man on the foll and the books are done and a batch of part have gone to assumating room. Two are also practically ready for the three disc machines. Mr. Weber is having a term over in his bropertim Dept. Two days ago he be this Chief Inspector go, and today 3 of his subordinates. He is reorganizing this subordinates. He is reorganizing this department and putting more teep on

done Kian heretofore.

Al. Weath has not much that is new to separat today. He says to is following up the dise gold plating process every day and is pusting it. Mr. Bliss is going to new-york this afternoon to see about glass jar for the apparatus. Whenthe says the drilling and containing machine with the says the drilling and containing machine

Mr. Philipott He is waiting for Me Authority to put in this sheam mains, Full instructions have been given, and the fittings are ordered from structuren. Mr. Philipoth says he is making records for Committee to pass when.

Mr. Clifford says that the laitings and the "slines" from straconda have arrived have, and that he will have something witnessing to test you stortly. There are 2,000,000 tons of slines that will average 2 to of copper, and 35,000,000 tons of tails that will average I for any of copper.

a filter says the conjunter work on 4.4 floor of building 24 is practically completed. The formework for 2 owns is set up on some floor. He expects the over in building 21 to be finished and shown burned on by and of work. Otherwise, be says your evere firetly well informed as to status of his work when you well away Sahuday.

4\_

D. Goldstein says he is at work on the experiments and analyses you left him to attend to, and wice have a report to make next week.

Dally. I send you report from Petel. Have three on separate H. H. Smith. Nech.

Mr. Blis reports as follows:

-to be gold Moulding Machine, that it is under way in the steep, and the glass covers are ordered;

-to be Coment latinet, The sample case is in lockay, and is theing fitted up for holding moulds;

-to be thouse Conholler. The second Conholler is being assembled beday, and

with be sent out on an outside order after testing; the fatherns are being made for 12 commercial sampless, final design; clas that 12 motors are being made up for same; As to state Starter. The present outfit lests out OK and Mr. Bais is waiting for Fords man to inspect and test it. As to Delivery Wagon. This has been measured up for wear, and the figures with be sent to you in a separate report.

Moore reports as to forman selver places and transfers that one was transfered yesteday for Wester work and the senface was very fine. These other transfers have been made boday,

one for Works work and two for chilens work. They all earne out good and with a better senface than from Monet anchal. More transfers will be made tomorrow. Yeakerday Moore went over to Glan Ridge to see the German silve promised to go over their roles wery earefully to get out frie docks, to, so as to give the mobile a good senface to begin with. Moore thay they are answer to get the business.

Nearth bicd two brandford from brass glacks middle placed, and while they dance out pretty good, they did not compare with the German selver.

Moore says that his man who does the polishing says be can produce a surface on forman selver 100% bother.

than on Monell metal and, beside, it can be done cheaper.

The bratt Hoteling people lance been beging the Monett people to got a finer sunface, but so fan it daes not compare with the German selver. Morre says that the vannist beaves the German silver as clean as the Monett motal.

New Reproduces for liftinder. Work on this is no progress, but move says it will be a sixet week before there is anything of account to seport.

Storage Battery . I enclose daily report of sales, and also a memorandum of Mr. Thompson to Mr. Bee about the

Pennsylvania RR Cos allitude in regard to battery prices.

I hust that by this time you thous sujoyed some good firstling and are feeling the Conspit of the change.

Yours very buly, (eigned) W"Helleadowverofy

Report of M. Dally

Franch 13-12

Mer Edison. The best results oftained up to dote was by passing air in a red hot him pipe containing Cope with the necessary purifying bottles I thought that process to expensive. To day I will try passing air through a drain pipe full of cope and have turnous sulphate percolating through to give a larger oxydizing surface integer

### REPORT OF MR. PETIT

March 13, 1912.

#### HARD RECORDING BLANK

Am working to eliminate the airholes, pits or gas bubbles that are present in the Dope I have given to Mr. Holland and Mr. Higham for test.

Mr. Holland reports that the consistency of the Dove is all right for his use. Mr. Highma reports that he fails to notice any improvement with the new hard Dope over the regular Master wax. He finds the new blank more difficult to shave and the structure a little coarser and contains sit-holes.

I am working now to produce a new compound that will not embody those two objections.

The formula of the Dope I have given for test to Mr. Holland and Mr. Higham is as follows:

(2)

Tetra Cl. Nap.	56
Stearic Acid	40
Synthetic Camphor	8
Carbonate of Soda	10
Shellac	114.

My observation of this combination is that an emulsion is formed which crystalizes on cooling. But if allowed to cool slowly, the ingredients harden—set or crystalize, one after the other, to form a coarser structure than when compulsive cooling in ice-water—and the cuicker it cools the finer the structure. This may explain the reason that the large cylinders I have given iir. Highems show to be of coarser structure—the larger body did not chill as quickly as the smaller cylinders.

PETIT.

## REPORT OF H. H. SMITH

March 13, 1912.

#### BISMUTH

The cell we have been running on "Endurance" at 130° F. for 50 runs, gives on the 5th cold run (15-hour charge) after the hot runs only 195 to 1. V., 207 to 9 V. and 222 to .5 V. This is not nearly in proportion to the output obtained in small cells. We have not hit the mark yet.

Two Bismuth cells have been arranged so that the can may be connected to the negative pole on charge and disconnected on discharge. Four 15-hour runs have been given under this arrangement but as yet no change is noted, the cell yielding between 190 and 195 to 1. V. The fact is the outrut runs a trifle lower than it did before the can connection was made. In this case I think we might expect a longer time to be necessary before any results will be

(2)

ar parent.

# SEA WATER

Two cells. Sea water is used exclusively in filling the first. Distilled water is used for the second except that 100 c.c. of sea water are added each week.

After 60 runs the first yields:

153 to 1 V., 205 to .5 V. on overcharge.

133 to 1 V. on 7-hour charge.

The second yields:

180 to 1 V., 203 to .5 V. on overcharge,
160 to 1 V. on 7-hour charge.

The effect is apparently just a

matter of voltage, and not capacity.

# MELTED NATURAL ICE

The two cells that have been filled exclusively with melted natural ice after 70 runs yield about 184 to 1 V. and 194 to .5 V. on overcharge. No ill effects yet.

### (3)

# HEAVY STOCK Fe POCKETS

The two cells you had made up with pockets of .005" stock are improving.

	1 V.	.5 V
2nd run (15 hr. charge)	153	172
11th " "	176	187
6th " (7 hr. charge)	142	
14th " "	163.	

# JOHN MILLER'S HYDRATE WITH COBALT

Still poor. Average about 147

# to 1 V. on 7-hour charges. NEW COBALT EXPERIMENT

The plates you treated with cobalt in Chemical Room are still socking. The water still gives test showing the presence of chloride. The water is being changed

daily. H. H. SMITH.



Dear Mr. Edison: -

I enclose reports from various parties, as

follows:

<u>Maxwell</u> as to production of Home Picture machines; also copies of minutes of meetings of Sales and Advertising Committee.

Pilly Bee as to sales of storage batteries.

Harper's photo, of top of small disc machine with his remarks. This top has been presend up with the male die No. 2 that I mentioned in a previous letter. It is not quite right, and another casting will be machined up. Harper says that the top cannot be made in one operation. The blank will have to be punched first, with the two holes, and then formed und semarately.

<u>Dinwiddie</u> is at work on his models and will soon be ready to make his first films. He is also putting in a little time occasionally on the card index of the subjects mentioned in your list, classifying, cross-indexing and expanding. He was down here this morning having a little talk with me, and incidentally proposed a new idea, which I think will interest you, as it seems good. It is this: That we can make pictures of many industrial operations right here at the plant cheaper

and easier than to have an operator go to a factory away from here. For instance, we could hire or buy a knitting machine, and photo the operations at our leisure and just as we want to show them, - better than could be done in a factory. Again, in spectacle making, lens making, etc., the apparatus and machines could be readily gotten together and operated here to much better advantage than could be done in some one else's place. Beside, in this case, the successive operations could be better shown if they were under our own control. This plan would be applicable in a great many cases, and it would seem worthy of consideration.

Mr. Beach happened in with some friends, and said I might tell you be received an order from the Chicago and Great Western R.R. for a car; also that he has a third order from Rock Hill.

Moore says that Aiken took three transfers for comfinercial blanks from the German silver plates and they were very fine ourface; better than Monell. Aiken was much pleased with them.

Moore also says that wurth took three transfers for sub-masters from German silver. One was very good, but the others had one or two spots each in the transfers. He thinks they are due to imperfect cleaning and drying.

Furth also took three transfers from nickel-plated brass plates, and all were very good.

#### Mr. Edison - 3

Moore is going ahead with the new reproducer for cylinder records. He was working on it himself last night.

<u>murth</u> says he is pushing every day on the gold moulding apparatus, and will not let up on it. The glass jar is promised in a week.

Higham is working away on recording in the tent. He has a wooden floor and says the effects are better. He was making a record of an actor while I was there, and then let me hear it in comparison with earlier records. To my ear the later one was clearer and I could get a larger percentage of the words.

Home Picture Machine: This has been a busy week in the Committee Room in educating the demonstrators, and they are pretty nearly ready to start out. There will be more definite news to report next week as to progress, I am told.

Mr. Clifford has asked me to send you the enclosed letter from Spain. He says this is from the greatest copper mine in the world. He is still sanguine.

<u>Malter Filler</u> telephoned this morning about Cisneros. He says she goes away on the 25th of this month and we are under contract to take her records before she goes. She had given him her repertoire, but in it there are none of the tunes you have selected. As the songs she will sing must be orchestrated, there is not time to send the music down to you, so

Mr. Edison - 4.

he decided that the only thing he could do would be to select those which seem to be melodious and in line with your ideas, and to make the records.

<u>Small disc Machine</u>: Mr. Mudd informs me that work on the patterns for concrete moulds and for motor castings is going on without delay.

11: 2 Wagon. I enclose report observing amount of wear on defferent parts after running 1217. I miles; also man. of milesge secured from different parts of the wagon.

Your very buly, (signed) W" H. Meadowscroff

M. A. K. 16 10 M. Mediseres of March 18, 1912.

Dear Mr. Edison:

You will find enclosed

reports as follows:

Smith - Storage Cattery Lest. Dirwiddie

Burdick -

Storage Battery sales.

brommelin has written about catalogues of music. He gives quite a long list and the catalogues have also come to hand this encouning. We are exhainly acquiring a most witneshing collection.

Violinist. Through Mrs. Parkington, the lady who recently played and sang for you afternoons, I have barned of a new

violinish, a young woman, who that just come from abroad. She is said to be the equal of Spattling. She wants to have an opportunity of playing for you, In order to keep him in true I have nivited her to come over and them that Spattling record, and I think it might be well to have him go to Water. Michor's to make a record, to be themed by you on your rateurs. In this way we can probably heep a whing on the until your have heard the record. I hope this will meet with your approval.

Ford Car Charley, Mr. Blis says this approaches works well. It is being operated. They worked the starter 75 times consecutively and then was no

brouble. So far there has been no hitch in demonstrating that 5 cells of BH are satisfactory for starting lighting and ignition on a car. Mr. Ford thinsely explants to come here Tuesday or Mednesday of nearly weeks.

Gold plating for Dise. Mr. Blis informs me that the apparatus for this operation is being pushed right along and no time has been look.

Nagoner - Billy Bee tells me His morning that Wagoner wants to see thin about the new contract, and the Billy, has made an appointment for Thursday, when he coopers to be able to go without his crutelles.

Modernoon says that the matters light in his change are all progressing as they should do and there is northing special to report except that they keep thin working to hours a day.

Moore reports that Wester has Caid off the man who had charge of the huning off the places, but presumes the will put in another man as capable. Two transfers from German sidner places were today for thicken's word, and all of them were fine.

Jour transfers from German sidner places were taken today for Wisters word, and all of them were fine.

Jour transfers from German sidner places were taken today for Wurted word, and these, too, were fine.

Three transfers for Wurter word were

also balken boday from nicked plated brass plates, and they were good, but not so fine as the German selver bransfers.

Moore says be has ordered 28 more German Silver plates for Ailbris work,

New Reproducer for Cylinder. Moore says he has been cooperinculing on rais and has it very good (better than the other) for quality, and is soon going to try for Condress.

Colast Experiment. H. H. Smith reports as follows: "The cell about which you betgraphed was assembled lash drickay, when hest othowed the presence of no acid. Since you mentioned

washing plakes elean of sulphakes, I thought it best to wait until this had been done thoroughly. Potash was kept in washing bath to minimize danger of rust. Gell is now having long forming charge. Mee have some routh of first runs in a day or two."

Did you while that Bylleoby was in that 20% Century wield on the Hudson River, and had his shoulder dislocated?

I hope you are having some good fishing and also enjoying the.

Past from the usual auroging details of calles, the Your way buly,

Watelleadoweroff,

## [PHOTOCOPY]

# EDUCATIONAL SERIES MOVING PICTURES Report W. W. Dinwiddie

Mr. Edison;-

The following cog wheels etc. for elementary machines have been drawn on wood to be sawed out with band saw;

Equal gears, I:4 ration, internal, elliptic fervariable velocity, rack and pinion, ratchet and clook escapement, and we are working on others.

We have drawings for a model to illustrate that any motion may be gotten with cams.

The stand for photographing models is about done.

I expect to photograph the glass pump models finally this week and will arrange them with titles as soon as possible. We have the glass spiral from Einer and Amend for

Yours respectfully,

W. W. DIMWIDDI

March 17, 1912

Archimedes screw.

#### [PHOTOCOPY]

#### REPORT OF PROGRESS FOR WEEK ENDING

SATURDAY, MARCH 16TH, 1912

CEMENT CABINET DEPARTMENT

#### EQUIPMENT

The car from C. W. Hunt & Co. arrived Tuesday, March

12th, 1912. At the first tried 7 forms the car would not make the curves, but repres

convince that the state of the

The carpentors are working on a frame work for this car, so as to hold four large moulds, and as soon as this is done I will start pouring, so as to got the best method of handling.

#### ELEVATOR

I have heard from the Storm Elevator Co. and I find that they are working on the clevator and will have it created in the earliest possible time.

### CONCRETE MIXTURE

on a new mixer consisting chiefly of "Keone'e" cenert and the "will be mixed by hand and not by seachine. If you want me to should with the mixer, I would like to be notified to that of "Recommendations and will also affect the seaming shelves

lary t. completed, large enough to hold six cabinets a piece, and one set of shelves holding ten large casts.

## METAL DRAWERS & FRAME

We have a design combeted for metal drawers and frame weighing about 20 lbs. and will them the drawings over to ir. Blies for building one and will them to drawings over to ir. Blies for building one and the state of the construction is almost identical the baryons would not be a supposed to the construction of a found of the cover 28.00 a piece. Hr. Redfearn as yet has not figured on this.

H. Burdick

CHMENT CABINET DEPARTMENT.



March 20, 1912.

Dear Mr. Edison: -

I enclose reports from the following persons,

namely:

Mr. Bliss about Ford starter,

Mr. Smith about battery tests,

Mr. Warner about educational pictures,

Mr. Bee - about battery sales.

Aiken reports as to transfers with paper beneath that he has taken 5, and after subjecting them to 43° below zero they were all right. He then subjected them to 140° of heat and one blistered a little. He is going to put 10 more through and will report on them later. Aiken also says that good progress is being made with the manufacturing plant and he is making satisfactory headway.

Mr. Philpot reports that the steam fitter is at work putting in the main steam pipes and trunks and promises completion of the work next Monday, after which Mr. Philpot will put in his connections. The benches are ready to be put up when this work is done. The job is being pushed forward as rapidly as possible. The small air compressor which was ordered before you went away has not yet been delivered, but Mr. Philpot is urging its delivery. Anderson says that progress is being made Mr. Edison - 2

in his part of the work for this plant, and nothing has occumred to cause any undue delay.

<u>Dr. Goldstein</u> says he expected to be ready to make a report today, but wants to make a few more experiments first and will report about Friday.

Small Disc Machine: Harper has another casting for the top plate of the metal cabinet. It is being planed and by Friday he hopes to have a sample top pressed out. We will send you photo. He has found a press in building 10 that is better adapted for the pressing. The motor casting patterns are nearly ready. I saw them in the shop today. The moulds for concrete cabinet, except the top, are nearly complete, and louis oft expects to make a casting in concrete this week. All the work on this small disc machine is going ahead without delay.

Peter Weber: He informs me that he has been reorganizing his force and doing a great deal of preliminary work which will all show up later in expeditious manufacturing.

Educational Pictures: Dinwiddie had a letter from Prof.
R. W. Willson, the head of Astronomy Dept. at Harvard University,
asking Dinwiddie to go and hear Prof. Archenhold lecture, and also
to meet him as he had been out at the Laboratory to try and see
you. Prof. Archenhold is the man who erected the observatory at
Treplow, near Berlin, and is engaged, as Director of that Observatory, in popularising astronomy and allied subjects. He designed
his novel form of telescope and built the observatory at Treplow
by popular subscription. Dinwiddie saw him after the lecture and

had a talk about educational films. He is very enthusiastic on the subject, and offered to place an order for astronomical pictures to the extent of 3,000 marks. He was going back to Berlin today, and of course, nothing could be done. He said, however, that if you will send to him in Germany the first of these pictures that you make he will invite the Emperor to see them. He thinks this would promote good feeling between the countries and give the films the best advertisement they could have in Germany. Prof. Archenhold and his wife saw you at the Laboratory several years ago, and was sorry you did not call to have a look at the Observatory when you were in Germany last summer.

<u>Visitors</u>: Speaking of Germany reminds me that soon after your return you will probably have a visit from Mr. Von Mueller and Mr. Diesel, the inventor of the Diesel engine, who are coming over to America in April.

Dally says he expects to make report to you on Friday.

New speaker for Cylinder: Moore has been making progress on this. I have just been upstairs to hear it on some cylinders, and in my judgment it is very good. The quality is much better, in fact, it is more like your new disc machine. In trying the old and the new reproducers on the same cylinder records the new is clearer and sweeter and there seems to be less interference. There is not as much volume as with the old type of reproducer, but Moore thinks he can get that also.

Mr. Edison - 4.

German Silver Plates: Moore says they are going on making transfers from the German Silver plates, and they are all coming out fine.

I shall expect to send you some further reports Friday.

Very truly yours,

March 20th, 1912

Mr. W. H. Meadoworoft:-

Referring to the progress of the Pord starting and lighting equipment, our last test has been made with five cells size B-4. With this battery we have made over 470 revolutions of the engine, starting the engine throughout this run with one revolution or less of the orankehaft, and at the end of 475 turns there was still sufficient energy to start the engine within two or three revolutions of the crankshaft.

The only way to test the dynamo practicelly will be to find the minimum deally run that will keep the bettery charged surficiently for ignition storting and lighting, allowing us two hours per day for continuous lighting. We ere making this test now.

We expect a representative of the Ford Co., or possibly Mr. Ford himself, the first of next week.

DMB/ES

CHIEF ENGINEER.

March 20th, 1912.

#### Memo to Mr. Edison:

BISHUTH CELL which had 50 hot runs.

Have already reported output on overcharge.

On 7 hour charge yields 160 to .9V.

## MELTED ICE CELL

162 on normal charge, 75th run Overcharge output previously reported

# COBALT

Cell containing plates which you treated in chemical room.

185 run 30 hr. charge at 20 amperes 185 to 1. V. 204 to .5 V.

2nd run 15 hr. charge at 30 amperes 165 to 1.V. 195 to .5 V.

Seems pretty good, but too early to tell much about it yet.

# C 8 COLBALT CELLS after 175 runs

The two cells yield an average of 175 on normal charge; this means an efficiency of about 85%. On overcharge they give average of 210 to 1.V. and 218 to 5.V. Those cells look pretty good.

Smith

Harch Wth, 1912

# CRYSTALLIZATION EXPERIMENTS FOR MOTION PICTURES FOR EDUCATIONAL PURPOSES

Mr. Edison:-

During the past week I have obtained three pictures which I thought necessary to complete a 1000 film. These pictures show a boy in his kitchen performing experiments in crystellization. He makes three different experiments showing crytals formed by evaporation, by cooling and by electrolysis.

These pictures I had made the Bronx Studio so that I could get the kitchen scene, and Yele Boss performed the experiments.

I have also made a number of experiments for the purpose of obtaining data for future subjects. I will be moved to the Galvanometer Room some time this week.

Very respectfully, S. G. Warner. Note By Milliant ( Copy

March 21, 1912.

Dear Mr. Edison:

the you will probably received this on Saturday, I will not delay sending Dalley's report and report from Mr. Macwell about Home. Picture. Machines, both of which are enclosed becauseth.

Mr. Macauckl says that when Mr. Buck arrived at the hotel, be book the belylance aparter cake up 10 of the Miladosphia wavepapers uniting them to see an evolutionism of our of your Enlast mivestions, and would give a special firess view at 3 P. M. Eight of the papers sent separates and published an new item about it. You will find how elippings enclosed. Mr. Massuell

Minks this is good advantacing, and has instructed the other dominators to do blewise.

I enclose Berggrou's usual report, also Billy Bee's report of battery sales.

I soud the Port Henor letter for you to sign out mail in stamped disclode sweeting, assuming that your own signature will be some sort of consolation to them.

Your very truly, ( rigner) West elleadowers of f

February 21,,1912.

Mr. Edison:

The following is the substance of an oral report made today by Mr. Farrell's Department.

The Manufacturing Department asserts that it will have 1,000 machines in stock by April lut, or a few days later, and thereafter will manufacture 250 machines per week. They any they can ruise this number to 500 per week as soon as it is necessary, but it will probably not be necessary until our film production is increased.

The film production is at present behind the schedule oving to the delay in installing the third printer. This is promised two weeks hence. It was originally expected on the 15th of this month. The fourth printer, which was proximed for March 24th, will, probably be correspondingly late. We have on hand as of the 19th inst. The second control of film. The manufrequire for the first thousand mechine is 80,000 feet. The country control of the first thousand mechine is 80,000 feet. The country country is 11,000 feet per consistent that it operating the will have sufficient film for the first thousand mechines by the time they are completed.

Film Cans in sufficient quantities are promised by the American Can Company by April  $\delta th$  .

Lantern Slide Boxes in desired quantities are promised by the let of April.

Approval of Acetylene Burner by Dr. Green is expected this week.

Er. Gall has approved all of the demonstrators and they started out on the 18th. Their equipment is complete except

- Burner for Acetylene Lighting Equipment, which will be supplied this week.
- (2) Steel Carrying-cases, which will be supplied this week.
- (3) 220 volt equipment, which is not yet decided upon.

(4) The large screen, which will not be ready for sometime. Each man has a 3 x  $3\frac{1}{k}$  screen.

Complete data for Instruction sheet not yet at hand, but is promised for Friday the 23rd.

WM\_NGE

Mm

March 21st, 1912.

Mr. Edison:-

Could not absorb enough oxygen with Ferrous Sulphate in a tower filled with coke.

I made a run yesterday with coke in an iron pipe heated to about 1500° P. and blew air through; purifying by passing first through three bottles containing Bichromate of Potach dissolved in dilute HE-804, which oxidizes the Hydrocarbons to 002 which is absorbed in the next four bottles of Na OH. then passing through a column of Calium Chloride to dry it, which I tested after five hours' run with Barium Hydroxide which is a very delicate test for C 0 2, but could not find a trace.

Dr. Goldstine tested it for oxygen with a special apparatus for oxygen and found only one-half of one per cent.

I will send you a sample of the reduced iron oxide by mail marked No. 5 I will have some of same iron to run on test marked No. 5, also some of same iron with 6% Mercury Oxide put on test marked No. 6.

I will make a few more reductions in same way, except different temp. While reducing; also try the atunts you mentioned in your letter which I received to-day.

Dalby.

Mr. Dyerin Redeem Reprise

March 22nd, 1912.

Dear Mr. Edison:

You will find enclosed herewith reports as follows:

Dr. Goldstein

Louis Ott

Billy Bee as to sales.

## BLUE CYLINDER RECORDS

I have been up to see Mr. Philpott, and he says that things are moving along satisfactorily and real progress is being made. He showed me his new place on the fifth floor of Building 24. It is a hive of industry just now. The steam fitters are getting the mains in. Easy of the benches are finished and the remainder are in progress. Mr. Philpott is making up records for the Committee, and many have been selected for which the moulds are in the vaults ready to work upon and turn out stock as soon as the equipment is finished. This work is going on steadily day by day, and so far quite a respectable stock of working moulds is ready. The new record-making rooms on the 5th floor look bright, clear, airy and cheerful.

TWENT tells me he has nothing particular to report except that the German silver transfers are uniformly turning out fine and that regular work is progressing very favorably. He also says that he is constantly pushing the apparatus for the gold platting process, and, so far, nothing has occurred to make any unlooked for delay. The castings for the apparatus are ready.

AIKEN also has nothing special to report today. He says that good progress is being made in his work and everything going along well.

## SMALL DISC MACHINE

Harper says he has obtained an impression of the top for the metal cabinet and it is very good. This is from the second male die. He is now going shead with patterns for dies for the bottom, and will make them for the sides. He is yery sure now that he can make a first class metal cabinet. The patterns for motor casings and for frame to hold the platen are going to the foundry. As you will see by Ott's report, the heavy rain spelled the Keene's cement, but more has been sent for, and Harper and L. Ott expect to make a cement casting of the cabinet tonight. We will send you photo when it has properly set.

# AMBEROLA CONCRETE CABINET

I learned this morning that one of these was shipped to Chicago and returned here without having been opened. When the casing was taken off in the works the top was found to be cracked. Holderness says this must have been badly packed, or else the case has had a very heavy blow, for he tested this particular cover before it was assembled. He and Nr. Dyer and Durand stood on it on the floor of the shop and it was all right then. Another cabinet has been packed and sent off over the same route. I am sending you a photograph of the one that came back cracked.

PETIT expected to send a report to-day, but he wants to include some further experiments which will take it over to Monday.

Winter has been back with us the last two days. We have had snow, hail and rain and low temperature. Sleighs were out again last night and this morning.

I trust you have had some good fishing since you arrived at Fort Hyers, and also that your vacation is of great benefit to you.

Yours very truly,

Mer ch22nd, 1912.

Mr. T. A. Edison:-

According to your advices I am working with L. Ott on nickel hydrate and with Dalby on Iron, and we send you reports about the progress in our experiments.

Owing to the chemist in the Phonograph Works being

sick I have more analytical work to do, the results you will find in my book of analysis.

I am also making different analysis for Mr.  $\bar{J}$ . Hiller of Silver Lake.

Yours respectfully,

J. Goldstein.

March. 22nd, 1912

Mr. T. A. Edison:-

Dear Sir :-

Horewith please f nd a report upon the nickel hydrate process as you wished to have it carried out. All nickel mush was made up of sclutions in the following proportions:
Nickel Supliate 27% Sp. 6. 1,335 c 20° C 690 Grams
Sodium Hydroxide 20% Sp. 0, 1,220 c 20° C E50 grams
Total weight

Dry Hydrate which this quantity gives 110 grams 1100 grams Quantity of Na 2 SO 4 + H2O = This mush was tried in the small filter press, using various cloths such as linen (thinking that by repeated pumping the pores would clog up)toweling, S.B. Filter Cloth, filter cloth from Mr. Dodd, felt 1/4", felt 1/8". In all these cases I found that the cake was hard at the surface and mushy in the center. The bottom cake being a 1/8" cake was the hardest, while the other 1/4" cakes became softer as they were further away from the bottom this would not insure an even result, because the cakes are kept separate in the drying oven; and one would contain more moisture than the other. However. I have made two batches in which the cakes have been fairly even. In the one case I pumped off approximately 645 grams of sulphate liquor. Out of a double batch, that is double the quantity of substance was used. In the other case with 690 Ni SO 4 + S20 Ha OH I pumped out 520 Grams sulphate liquor.

(2)

A good deal of the mush remains in the air receiver of the pump. Some of the mush, about 20 grams, squeese through the cloths sometimes, therefore it is hard to give an accurate result. I have, however, done the following, which will give us accurate results, so that we can find the limit to which we can go in the extraction of the sulphate liquor. Below please note sketch:



I put the mush in a bag, tie a cord around it, then it can be fastened to the clamps and wrung by turning the handle, the sulphate liquor comes out fine and clear and every particle of material is saved, the liquid rune in the trough down the pipe and into the beaker where it is weighed; in this way I have made the following samples, which are in the drying oven. As there are 1100 g Sulphate of sods water in each batch of 690 Mi 50 4 + S20 Ma OH as described previous, the batches are

110 g Sulphate Sol or 10%

220 g " " " 20

330 g " " " 30% 440 g " " " 40%

One more sample with 490 g Sol = 44.5% Bag burst I will, however, use another bag this morning and endeavor to reach 60%.

(3)

#### CABINET

The mould for the cabinet was finished tonight and I was going to pour it after 6 o'clock so that it would get more chance to set. I found that the three bags of Keenn' coment which were in the Gold Building were hard as a rock. We had a very heavy rain which flooded cellars and did considerable damage; the roof leaked and spoiled the cement. I shall have another two bag to-morrow morning, so we can pour it to-morrow might.

Yours respectfully
Ludwig Ott
J. Goldstein

Mr. Sylvery ashers are somewith

Capy

Orange, N.J., March 25, 1912.

Dear Mr. Edison: -

Enclosed you will find the following

reports:

Burdick, on Cement Cabinets,
Dinmiddie, on Educational Pictures,
Warner, on ""
Bliss, as to Ford Starter,
Christensen, as to electrolyte,
Storage Battery and Cement figures,
Billy Bee's report of sales,
Maxwell, as to Home Machine,
Smith, as to Battery Tests.

House Lighting Regulator: Mr. Backman informs use that he is starting thin in operation on the house plant to-day, and has told Charlie Poyer to keep track of it day and night. We will probably have a report to send to you on Wednesday.

Mr. Bliss says he has another of these regulators ready for shipment, and two more are being constructed.

Small Disc Machine: Harper reports that he has cast one of the cabinets in Keene's cement and it came uut beautifully. I have seen it and it looks fine. The lines are clear cut, and it presents a pleasing appearance. Harper says he used 23 pounds of cement and a pail of water. He poured from the bottom and kept stirring all the time and then turned it over and let it set 38 hours. You will find a photograph enclosed. The screws on the top are anchored in the cement. The lower ends are hammered flat and a slot is cut in so as to engage with the cement. In the next one that he casts he will insert threaded tubes so that the screws can be inserted afterwards. He will also insert into the next one metallic pieces at the bottom so that feet may be screwed therein. He will also mold the next one with a hole for the winding crank. There is no reinforcement in this present casting.

Harper also says that the patterns for dies for bottom of metal cabinet are now started. When these are done he will start the mould for the top and front of cement cabinet, and then patterns for dies for sides of metal cabinet, and in this way keep all work in progress. He has received the motor castings, and is going to work on them today.

<u>Wr. Wurth</u> reports that he is still getting fine results from the German silver transfers; and his work on masters is holding up good. He is pushing every day on the gold plating process.

<u>Pierman</u> has been trying a series of piano-recording experiments with persistent vibrators, and is pleased with the results, which he considers encouraging. These records have been made without horns, and on reproduction the piano tones

come out with much of their natural purity, although not loud enough. He has made a number of persistent vibrators with paper stretched over frames of wood, and inserted a metallic tube to which he attaches a rubber tube which goes to the recorder. The vibrator is placed on the iron frame inside the piano. He is saving all these records with data for you.

<u>Visit of Von Miller & Diesel</u>: I wrote to you a few days ago that these two gentlemen expected to call on you in April. Since then, Harry Miller asked me if I know anything about the enclosed letter from Bergmann. I told him I had already written to you on the matter and obtained the letter from him to forward to you for your information.

Ford Starter: Mr. Henry Ford is here today and is with Mr. Bliss and Billy Bee. I suppose there will be a more detailed report later, but Billy just told me that Mr. Ford is greatly pleased with the arrangement.

German Silver Plates: Moore reports that the transfers are coming fine, and he is ordering more for Mr. Alken's work. As to cleaning the plates, Moore says he has given them a severe trial. He made eight trials, and in each case left the plates in the cyanide 5 minutes and in the caustic soda 15 minutes. After the eighth trial there was a slight discoloration, easily buffed off. There is electrolytic action in both baths. In the cyanide 150 months would be seen to be severed to the caustic soda

 $\frac{26}{100}$  volt, measured. The transfers taken off Friday and Saturday, (6 for Wurth, and 3 for Aiken) all came out fine.

Moore has just come in to say that the cyanide and caustic soda baths are in galvanized iron tanks and the plates were stood in on the bottom and touching the side, which caused the electrolytic action. They have now gotten away from that by suspending the plates in the solution.

New Cylinder reproducer: Moore has still further improved the reproducer so as to improve the quality still more. He has also obtained more volume. I have just hoard it on two records up stairs, one of them a violin solo by Spalding, and I think it runs a very close second to the disc. It may be a little fool suggestion on my part, but I cannot help wondering why the same principle sould not be applied to the recorder.

Ford Starter: Mr. Blise has just been in and eave that Mr. Ford is very highly pleased with the starter equipment and wants us to send him a motor such as we use, in order that he can equip a vehicle. Mr. Blise says that so far as he can judge, Mr. Ford seems to have made up his mind to use the equipment. The motor will be sent to Mr. Ford.

Our Wagon: Mr. Bliss says that he weather has been so bad that he did not start on the watts per ton road test, but thinks it may be commenced very soon.

With all good wishes, I remain,

Yours very truly,

-5-

P.S. Moore has just come in to say that he has just found out that the varnish can be removed from the German Silver with ordinary potash such as is used in the nickel plating roos.

#### REPORT OF PROGRESS FOR WEEK ENDING

SATURDAY, MARCH 23rd, 1912

#### CRIMENT CABINET MFG. PLANT

EQUIPMENT -- CAR FRAME

The carpenters have completed frure and shelves to hold the moulds while on the car. I find, however, that the large moulds are too heavy for two men to handle, so will have to build either a cradle to slide in shelves on rollers or not casters on the moulds. I have consulted our ir. Moderness on the latter method, and he thinks that casters on the moulds would be unsatisfactory. The carpenters are making one cradle fitted with casters for experimental purposes.

#### SEASONING SHELVES

I have seasoning shelves enough completed to hold 30 large costs at one time. Whis is all I think we should finish at the present time, due to the processed new mixture. The comprehension of these shelves in as follows:

Framework built up of 2" X 4" wooden strips

Shelves made of  $\Upsilon/\theta^u$  cross strips covered with galvanized iron, cross strips sorawed on galvanized iron and planed off so as to present a flat true surface for laying the green cast on.

All exposed wood is covered with a waterproof paint to prevent warping.

Shelves are piped at the front side, sprays being screwed into said pipe and so located as to throw a spray of water over entire shelf.

This construction has been tested and I believe will operate estimulatorily.

#### SEASONING AND STEAMING OVERS

I have two ovens, combination seasoning and atouming, completed up to date. These are capable of holding 12 complete cabinets, and I do not recommend building any more for the present.

These are made of wood and lined with galvanized iron. The aprays. Same as for shelves, are placed at the top of oven, valve operated outside. The steam is brought in at the bottom of the oven, and the valve is operated from the outside.

These have been tried and proved satisfactory.

(2)

NOTE -- The above aprays are made at the Phonograph Works and cost but a few cents a piece.

#### CONORETE HIXER

Mixer at the Abbey Brooks Co. of Hewark. I found this rachine had been in actual use about one week and was in good condition. It is made by the Smell Hig. Co., capacity 4 cu. ft., hand operated, and is the thyping type of mixer. While this is a hand suchine, yet it can be belted to a notor. The price of this is \$40,00; a new one couting \$75.00.

I have notified our Mr. Leewing to place the order, as this machine will prove satisfactory for the present.

The onlinet shipped to Chicago has been returned, as corry to report that the back of cover and back of colinet adjacent to the control of the control of the cover and the cover of th

We have sent another over the same route, but reversing the cabinet in the case, bring the cover toward the end of case containing the mechine compartment. This, I believe, will distribute the load over the entire cover.

H. Burdick

ORIGINE CARTILLE DEPT.

# REPORT W. W. DINWIDDIE

Mr. Edison:-

We have a satisfactory photograph of the force pump. All of the difficulties seem to have been solved on the glass pumps now. Cluoses added to the water makes the valves open wide when the pump is operated very slowly. Silicate of sode holds the glass plates together very strong, but water soaks then apart in a few minutes. We protect the silicate of sode by a very small fillet of becomex and rosin, and use become and resin to cament the velves in place. The becomex and rosin is first squirted in a fine thread and the thread is laid along the joint and warmed up with a heated rod.

The glass model of steam engine is complete and we have tried the sal ammoniac fames in it.

The models of cog wheels etc. have been sawed out but require some filling to make them good enough.

We hope to finish the photographs of the transperent models this week. We make them down at Mr. Thompson's with his Cooper-Hewitt lights. The other models will be photographed in Room 17 with are lights.

Very respectfully,

W. W. Dinwiddie

March 24, 1912

March 25th, 1912

# MOTION PICTURES FOR EDUCATIONAL PURPOSES "Crystallization"

Mr. Edison:-

I have now put everything for the completion of about 1000 feet of film on Grystallization in the hands of the Film Flant, and this film should now be ready for the market very shortly.

I am working on another film on the same subject to supplement the above.

I have moved all of my apparatus to the Galvanometer
Room and set it up. My new apparatus is not quite yet ready,
but there is a number of things I can do with that which I
now have, so there is no need to lose any time.

Very respectfully,

S. G. Warner

From In Blair

Her oh 18th, 1912.

#### TEST OF STARTING MOTOR

No of Cells Five B-4
Avorage number of turns to start 1/2 turn
Avorage Voltage 7 vplts
Avorage Current 40 empores
Current when motor stalled 70 empores

We started coll fully charged. The engine was turned over by motor continuously for 460 revolutions of engine shaft.

We used battery for sparking.

At the 15let turn of ongine, bettory was switched on and engine fired. We repeated this at 20let, 25let, 276th, 30let, 32cth, 35let and 376th turn of engine. At the 60let turn ongine did not explode and we continued to turn ongine until a total of 425 turns were reade. Gen entature was too rich to start. After freeing the cylinders of gen by hand curring, the color creaked are considered and free deepine five turns without any difficulty, but on the 6th turn the driving chain broke on account of clutch hub freezing to sheft.

Earch 19th, 1912.

We turned engine with the same five cells in their discherged state about fifty times. During the latter part of this period motor was running very alow and finally would stall on surviving at second compression. Notor till fired the engine when passing over the first compression.

There is no doubt that 5 cells of B-4 will crank and fire engine 500 times in actual running conditions, without recharging.

March 19th, 1912

#### TEST OF PIVE B-4 CHAIS

Condition of cells ----- discharged

Colle atill orank and fire ongine

Mileage reading = 365.5

Run car about 29 miles charging colls at the following rates

10 miles par hour 5 {?} Amperes

15 " " 14-1/2 "

During the evening five lamps aggregating 62 C.P. were used for two hours. Current used on Lamps was amperes. Battery was discharged through generator by accident so that engine had to be cranked by hend on the home run.

Heren 20th, 1912

Although the cells were discharged the previous evening, they recovered anough during the night to operate the creaking motor efficiently. The engine was started several times and then our was taken on the road, an effort was rade to recharge the cells. Engine sparked on bettery, in fact the segmeto wire was disconnected on all bettery tests of 25 miles per hour. We tried to run the eart a seximum of 25 miles per hour in an anough and the product of the first 15 to 20 miles as tested by operating the creaking motor. After that the bettery priced up replained up to the first 15 to 20 miles as tested by operating the creaking motor. After that the bettery priced up replain and of the run it seemed well recharged.

Merch 21st, 1912

We installed an automatic outout between generator and battery. Seems to operate very nicely. A number of short runs were made this day aggregating 22 miles. No lights used.

March 22nd, 1912.

Battery Operates oranking motor as if it was well charged. Hilosop this day = 15 Mis outs the battery charging test, as we seem to be gaining on the recharging of cells.

March 25th, 1912

Mr. Thomas A. Edison:-

put solid KoH into water.

I have a new method of meking Electrolyte by which I can save the evaporating of nearly 300 gallons of water per day. That is, if you approve of the method.

When making a new batch for for Lich, which I When making a new batch for for Lich, which I do twice per day or three times, each batch gets 4 or 5 boilings. First boiling gives a solution of about \$65 lich. Second boiling gives a solution of about \$65 lich. Second boiling gives a solution of about \$65 lich. Second boiling gives a solution of about \$65 lich. Second boiling gives a solution of about \$65 lich. Second boiling gives to the wind of the second boiling of the which is light part of this come. Sol. I use for making crystals, but the largest part I use to mix with 35% K I to make the electrolytes 21% KoH + 50 g is 0 h pr. L. and 25% KoH + 16 g is 10 bp. L. and 25% KoH

water, use the Lf to Sol. from first boiling which is 4% evaporate it down to 5% -80 gr. pr. L. run if into a large tank to cool, then add the right proposition of Solid Louis the National College and the National College LoH to make the Electrolyte 21 + 50 and 25 + 15.

This will save us from evaporating all the water which is afterwards again added to the solid KoH to reduce it to 33%, and still I have to add a few lites of water when making the electrolyte. The rest of the LioH sol. I use for crystals, but that can be used over again every day by adding more to it after the crystal crop has been removed.

It will save the carting of 33% from Silver Lake and we will not need to have so many drums in service.

On the other hand a strict Qualitative and Quantatative Analysis has to be made on each batch, same as they do at Silver Lake on the 33% KoH.

And we make now an alkalinity determination on each drum I make now an alkalining determination on each drum I make, so I do not think there will be much difference. If you think it if O.K. It will only need a little more from and several large tanks.

Respectfully.

Ch. Christensen.

March 25th, 1912

# HARD RECORDING BLANK

Since my last report I have been working to eliminate the gas bubbles from the dope, and made up five different sample blanks of dope which contains no shellac; those are made up essentially of steario acid and sode and water in various proportions to produce a mass that does not out brittle or mealy. Mr. Holland did not report favorably for his use. Nr. Himm also reported that such compounds are too soft to use with his present outfit. I will now make new blanks of dope containing shellac.

PETIT

March 25th, 1912

Memo to Mr. Edison:

# COBALT

This cell made of plates treated with cohalt in chemical room has had 5 runs, the last four of which have been fifteen hour charges. The capacity to .5V is about 200, but to 1.V. is only about 150. The voltage is very low on discharge: It appears low on charge, the maximum being 1.78 voltage is not due to abnormal internal resistance. After the fifth run I reversed the cell for several hours at half normal rate - this may effect some improvement.

I am treating another set of plates as you treated

these.

#### LIFE CURVE

Our oldest cell, from which the standard life curve is plotted, yields only 125 A.H. to I.V. on overcharge after 1300 runs. After 1200 runs at yielded 139 A.H. The solution in this cell was 21 K+90 Li.

The two cells running with it had different solutions and now run as follows:

21 K + 105 Li 21 K + 120 Li 94 A.H.

#### TWO YEARS IDLE

Cell, which was given 125 runs and then set aside since the stand, and ervise a discharged, has now had 100 runs 194 to .5 v. On 7-hour charge it gives 126 to 1.v. and 194 to .5 v. On 7-hour charge it gives 126 to 1.v. This alone ought to make the leaf follow enclude.

#### REJECTED TUBES

The cell you had made up of tubes rejected by inspectors because of poor loading, insufficient flake in ends sto., after 25 endurance runs gives on overcharge 125 to 1.V. and 194 to .5 V., and on normal charge 162 to 1.V. Rather good for rejected material.

Re. HOME PICTURE MACHINE.

Mr. Edison:

Three more jobbers' contracts received this morning. This makes four to date, - 800 machines and 64,000 feet of film.

March 25, 1912.

w.M.



Dear Mr. Edison: -

Enclosed you will find the following reports:

Mr. Bee, as to battery sales,

Mr. Maxwell, as to Home Machines,

Mr. Wilson - General,

L. Ott,

Charlie Poyer - as to House Lighting plant.

Berggren's weekly report.

Colored Motion Pictures: I had a talk with Mr.
Powrie coming over on the train this morning. He is making
progress. He has succeeded in producing an emulsion fast
enough to take 4 pictures a second, and yesterday ran off a
few feet of film which he says showed up satisfactorily.
He has made further progress, he states, in being able to
wash off the coating of emulsion and re-coat it last night.
He is going to take a new series of pictures and run the
film again within a few days, and has promised that I may
see it. Mr. Powrie tells me that this emulsion means that
considerable progress has been made, and he seems greatly
pleased with present results.

Aiken reports that the freezing process on the 10 plates reported last week is still under way and that

Christensen has promised a report tomorrow. He also says that the carpenter work on the disc manufacture is all completed; that the oven in building 21 is finished, and that the four ovens on the first floor are about 65% completed. He further says that the results of transfers with German silver plates have been very satisfactory up to this time.

Al. Wurth. He has nothing special to report today, except that progress is being made on his work. He is trying his best to crowd the gold plating apparatus to completion.

Rive Amberol Record. Wr. Philpot states that the steam fitters were unable to keep their promise to complete the mains last Monday, but McCullough assures him it will be finished today. There may be a little delay on the minor steam fitting as some of the parts, such as L's, T's, and elbows have not yet been delivered. All the valves are here, and the carpenter work is almost complete. The air compressor has been shipped, and is comewhere in transit between the West and here. It is being traced. In the meantime, the selection of records is going on and masters are being put in the vault to be ready when the equipment is complete.

Wagoner: Billy Bee has been over to see Wagoner, who had no serious change to suggest in the proposed form of General Contract, and seemed quite satisfied with the letter I wrote him in accordance with your memorandum sent

up here a few days ago. Of course, Wagoner will wait until your return to settle on the final details of the contract before going out to make arrangements with any stations. In the meantime, he has evolved a new scheme which he thinks you will like tetter. This is a plan by which the General Wehicle Company would carry on the Battery-Service System themselves by means of and through their agencies in various towns, they (the G. V. Co.) buying all the batteries themselves. For instance, suppose they have an Agency in Buffalo, they would arrange with that Agency to conduct a batteryscrvice system in Buffalo, renting the batteries only to vehicles of the G. V. Co. To carry on this business the G. V. Co, would themselves supply the Agency with batteries at a price agreed on, the G. V. Co. buying from us at the special rate we make them. This would mean, of course, the sale of a large number of batteries to the G. V. Co., and the form of guarantee given to the Hartford Company would apply. Ho exclusive privileges as to territory would be asked under this arrangement. Hence, Anderson or any one else could go into the same territory and carry on a battery-service system as to their vehicles under similar contract relations with us. This proposed arrangement seems to me to be more preferable than the other one. Territory is not tied up, and the other truck manufacturers have a free and equal chance in the same territory. Again, it allows a more rapid extension of the battery-service system, and our

chief customer for batteries therefor (the G. V. Co.) have the financial backing to enable them to pay their bills promptly.

Mr. Tagoner does not seem to think that such an arrangement will altogether supersede the other exclusive one with Central Stations, where it may be deemed necessary or desirable to continue on the lines heretofore discussed.

I enclose form of contract submitted by Mr. Wagoner, and have attached to it a pencil memorandum showing a computation made by Rilly Ree and me as to the cost of batteries per year to the C. V. Co. under the present 8 year and the proposed 10 year guarantees. The difference is only a few dollars, but that would probably turn the other way because under the 10 year guarantee we might actually receive more cash in a given time, and in that case the interest would more than offset the difference.

Talking Pictures: I have been over to the tent and found them all hard at work. Mr. Higham cays he is making experimental records all the time and thinks he is getting better results. The weather has been too bad for taking rictures, but now it has cleared up they hope to take one or two tomorrow.

L. CTT has come in to say that he will defer his report until Friday, in order to include further experiments.

Moore says he has nothing but good news to report concerning the German Silver plates. They are proving to

be fine for both Murth's and Aiken's work. As to the cleaning, Moore says that the potash, (the old style brown potash), seems to be better than caustic soda. The latter leaves the plates scapy and takes about fifteen minutes, but the potash seems to crystallize the varnish, which rolls up off the plate and leaves it clean. Beside, it only takes two or three minutes to do the work. Aiken is going to try it on a larger scale. Moore says he is making good progress with the reproducer for cylinder records. He has two good ones, and is now going to make two more to try and beat them.

All hands wish to be kindly remembered to you, and hope you are enjoying your vacation. Please count me in.

Yours very truly, Wm. Meadowcroft.

March 27, 1912.

Mr. Edison:

In re Home Picture Machine:

The manufacturing department is confident of having a thousand machines ready between April let and April 10th. Machines minus lighting entipment are being placed on the chelves now, the idea being to assemble and pack the lighting entipment as the machines go out on order. We have an adequate supply of the Hernst lighting entipment and Dr. Green has just furnished the markings for the Arc light so that we will be O.K. on the Arc Lighting Entipment. Dr. Green has not yet taken action with reference to the acetylene burner and we have decided to turn the matter over to Mr. Gall, who will give it specky attention. It has also been practically decided to put the imapection of Hornst Lamps and Longes under Mr. Gall's supervision.

Upon consideration it appears that the seriess prepared in accordance with Dr. Green's specifications will be very expensive und that a less expensive screen may serve the purpose. It is likely that the latter can be obtained more quickly than the screen of Dr. Green's specifications. As Dr. Green proposes a considerable absence in commection with some work for Mr. Butchison, the screen matter will also be looked after by Mr. Butchison, the screen matter will also be looked after by

Dr. Green did not get around to the data for the Instruction Sheet and Mr. Gall has a tepped into the breach. The Instruction Sheet should be ready on time.

The machine manufacturing schedule is being gradually

-2-

increased from 250 a week, but not a great deal will be gained by this until our film manufacturing capacity is increased. The third printer is now presised a week hence.

You have already been savised that four jobbing connections have thus for been made. Others will, no doubt, be concluded this week.

Mr. Gall goes to Chicago next week to demonstrate the acetylene enuipment to the Mational Board of Fire Underwriters and also to follow up the previous demonstration of the electric equipment upon which a decision is expected in May.

With reference to the equipment for 220 voltage, we will have sample rhocutate and transformers for the are lighting System on the first of the month. For the Hernst Lighting System, it has been decided to connect our present 110 volt Hernst lamps in series with a small resistance to go on the inside of the lamp house. A sample is expected in a few days.

WM-KCK

#### REPORT ON DISC MACHINES

- Hodel #1. Have assembled complete in cabinete about one dozen. Have all parts and are assembling additional nature of the type, but are not placed and additional nature of the type, but are not placed all the change in the arm support bracket. And all the continue from the new parts of the change in the arm support bracket and assembling oc complete machine in cabinets should be resumed not work. Have about 2,000 fluished cabinets in stock for this type.
- Model \$2. Parts for this machine are now coming through, but none have as yot been assembled, as owing to change in arm support bracket the cample machine has not yot been tested \$2x^2 x^2\$ or this week of the beginning of noxt, then the latter part of this week of the beginning of noxt, then there are not a consideratory, and for these sachines, and all raw is a constant of the constant of th
- Model JS. Early for this mechine are introchangeable with \$5, and nanombling of them will begin as soon as the test on \$12 has been made. 100 cabinets are now being made up from lumber on huma-additional lumber will be received next work and be no delay in the cabinets and this type.

Reproducers.

All parts are coming through, but no additional once have been assembled either in Addoct loft, as we are waiting for the completion in the Addoct loft, as we are withing for the completion of which is now in Sapphire properties to have the discont points assembled in them.

in . Weber states we will have some near reproducer for teating purposes within the next week, and if they been teating purposes within the next week, and if they been reproducers through in quantity.

5/27/12.

C. H. Wilson.

March 25th, 1912

# TEST ON LIGHTING SYSTEM .

# IN EDISON STORAGE BATTERY CO. HOUSE

Started charging the battery at 6 A.M. and charged until 1 c'clock P.M. Then immediately after charge I started a discharge on the battery of 44, 30 volt Hazda lamps, and taking voltage readings of both charge and discharge every half hour.

The gasoline tank holds 3-1/2 gallons; at the end The graciino tank holds 3-1/2 gallons; at the end of the seven hours charging there was I quart 16ft, having used 3 gallons and I quart; 6 gallons of water, of which 4-1/2 gallons were used after 5 hours of charging, so 1-1/2 gallons more were put in, making a total of 5 gallons. The cylindre oil cup was emptied at the end of the 4-1/2 hours of charging and was refilled, and used one-half of this at the end of the end of avera hours. The connecting rod oil cup was only filled once for the seven hours.

The voltage of battery before starting the charging was 21, and as soon as the current of 30 amperes was on the battery, the voltage rose to 47. At the end of 7 hours the voltage with 30 amperes charge was 52 with charging current on.

The following is the voltage readings of every 1/2 hour, with 44 lamps burning -- The voltage before putting on the load was 42.

1.00 P. M.
Battery voltage 28
4 Points of resistance in on regulator.

1.30 P. M.
Battery voltage 29
1 Point of resistance in on regulator

2.00 P. H. Battery voltage 27

1 Point of resistance in on regulator

2.30 P. H. Battery voltage 29 Regulator arm on last point of resistance

3.00 P. M.

Battery Voltage 27 Regulator resistance all out

3.30 P. M. Battery voltage 25-1/2

(2)

4.00 P. H. Battery voltage 23-1/2

4.10 P. H.

The voltmeter is not steady and the lemps flicker up and down.

4.30 P. M. Battery voltage 21

5.00 P. H. Battery voltage 20

5.30 P. M. Battery voltage 19

6.00 P. M. Battery voltage 13

The voltmeter leads are out in the line after 2 hours of discharge, the satual voltage directly across the battery is 2B, and at the and of 5 hours discharge, the actual voltage directly across the battery was 10 voltage across the battery was 10 voltage.

It may be that after such a complete charge and discharge for 3 days the battery will show better results.

C.A. Poyer

I am going to duplicate same test for 3 days

C.A.P.

March 26th, 1912

#### TEST ON LIGHTING SYSTEM

## IN EDISON STORAGE BATTERY CO. HOUSE

This is the second test on the system. In seven hours of charging, the engine used S gallons of graciine, 6-7/2 gyllons of water, and 1/2 pint of cylinder of graciine, 6-7/2 gyllons of charging of charging of charging the system of the system of charging the system of 
The following is the discharge, reading every half hour, burning 44, 30 volt Mazde lamps -- The voltmeter readings are across the lamps circuit.

1.00 P. H.

Voltage of Battery 27 Amperes taken by 44 lamps - 27 Regulator resistance 4 points in

1.30 P. H.

Volts 28-1/2 Amperes 28 Regulator resistance 2 points in

2.00 P. N.

Volts 30 Amperes 29 Regulator resistance 1 point in

2,30 P. H.

Volts 30-1/2 Amperes 29-1/4 Regulator resistence on last point

3.00 P. N. Volts 30

Amperes 29 Regulator resistance all out

The voltage directly across the bettery after 2 hours discharge is 31 volts compared with 28 volts for yesterday.

(2)

3.30 P. E. Volts 28 Amperes 28

4.00 P. H. Volts 27 Amperes 27-1/2

A slight flicker was noticed in the lamps, but did not last long.

4.30 P. M. Volts 25 Amperes 26

5.00 P. M. Volts 23 Amperes 29-1/2

5.30 P. H. Volts 21 Amperes 23-1/2

6.00 P. M. Volts 20-1/2 Amperes 23

the actual voltage directly across buttery with discharge load is 22-1/2 compared with 14 for yesterday's test. The battery voltage is better than yesterday and I am going to anke same test to-morrow again, and expect better results than this.

C. V. Loxens, of

		لور .	1/4									
	x	Light	* -					oh 20		1912.		
	w	(Mendlessen)	REPORT OF REPAIR DEP'T ON CAUSES OF TROUBLE IN CELLS RECRIVED FROM CUSTOMERS DURING JANUARY AND FERRUNY 19 1 2.									
			section 1.	DEFECTS				of E.S.B. C				/11
				B-2	B-4	B-6	A-4	A-6	V-8	V-8H	A-12	Турев
	D1 D2	Weld lesk Faulty Can St	ook	2	5 1		14 5	25 8	2			46 16
	D3	Can bulged, due to valve Stonpage Can rusted Plates S.C. by contact Plates S.C. by sediment below rated capacity correded can bettem due	due to				4	1		9		5 9
	D4 D5 D6			1		1	1				2 1 1	
	D7 B		bottom due					•				
	D9	to cutting of block insulator Miscellancous					42	26				68 41
		Can injured streps of ob	solete S.S.trey				4					
	(b)	b) Cen fused by loose senerator caps falling be-						3				
	(c)	tween cells (c) Faulty cover soldering (d) Pole fused by defective connector (c) Stript olemp nut thread						1				
	(e)								3 1			
	(f)	(f) Plates loose on pole (g) Defective tubes (No.of cell (h) Defective pockets " " "			2 19	2	1	1	1			
	(h)	Defective po Row of pine	1	19			2					
			Section 2.	INJU	RIES	(Faul	t of	of Customer				A11
				B-2	B-4	B-6	A-4	A-6	V-8	V-8H	A-12	
	11 12	Can corrode	l i, plates fusea	1	7		139 44	124 46	15 1			286 91 52
	13 14		ktornally	1	3		15 5	34	13		4	32 32
	15 16	15 Can dented or bent 16 Injured pole		1		19 11	12	1			15	
	17	solution)					3	1				4
	18	Miscellaneo						_				73
	(a) Can injured by rotating sh (b) Can cut open by customer (c) Call injured by shock test (d) Screw, noil or tack in cal (e) Rubber parts injured by fi plates O.K.							3 2 1	2	1		
							3	5	•			
				1.6			5.4	58				

				-2-						
	TOTALS AND PERCENT/GES									A11
		B-2	B-4	B-6	۸-4	A-6	A-8	J8H	Als	Types
	Total number of cells m'fr'd to Jan.E, 1912	8205	17991	12	57753	55110	9388	2556	402	151417
	Defective cells re-	3	28	2	71	69	16	0	. 0	189
	Percentage defective	.04	.16	16.7	.12	.12	.17	0	0	.12
	Injured cells re-	2	12	0	239	. 294	33	1	4	585
	Percentage Injured	.03	.08	0.نشت	41	58	. 35	.04	1.0	.39
						H B	mediat			

mars 27, 1912

Managender THE WITH

0 0 P Y

THE WINNIPEG PAINT AND GLASS COMPANY, LIMITED

Winnipeg, Mar. 13th, 1912.

The Edison Storage Battery Co., Orange, N. J.

Dear Sirs:-

We are in receist of your fewer of the 37th. of Feby, re the performance of Reisen storage Battories on our petroit Truck. This truck has been in use cince early october and the batteries have given every estifaction. We were informed that we would have trouble in cold weather due to the batteries freezing but are glad to say we experienced no difficulty of any kind whatever.

We had a spall of exceedingly cold weather early in Jenuary, during which he theremoreter frequently cogletered 55 and 40 below zero. During that period we gave the batteries every coperturity to freeze up; dailbeartely leaving the truck for an hour or two at a time in front leaving the truck for an hour or two at a time in front of the truck which we noticed after these that was that it was a little clower in getting away i. e. it would have to run possibly a block or two before getting up to its speed. Under the diroustances we have no truck the start of the possible of the graph of the property o

Yours yery truly.

THE WINNIPEG PAINT & GLASS CO ..

(Signed) R. W. Paterson; Scoretary - Treasurer.



Dear Mr. Edison: -

Enclosed you will find the following reports:

H. H. Smith, as to battery tests, Charlie Poyer, as to House plant,

Billy Bee, as to Battery sales.

W. S. Hectan), as In Baltan,
Home Picture Machine: Our demonstrators gave a
very successful exhibition to the press on Wednesday of
this week, and it gave us some good advertising free. I
enclose clippings from Times and Herald, which speak for
themselves.

Flue Amberol Record: Mr. Philpott reports that fair progress is being made with the work of equipment. The steam mains are almost completed, and the other parts are coming in each day in small lots. The delivery on the latter, especially of intermediate connecting parts, is quits alow and occurous one delay in pushing the equipment forward with the rapidity that is desirable. However, Mr. Philpott is "kicking" every day, with the object of expediting matters. In the meantime, he has arranged the fittings in bins systemmatically so that there will not be a moment's delay when the essential parts arrive. He is anxiously awaiting the arrival of the small air compressor which has been in transit some time. Tracers have been sent, and all is



being done that can be done to expedite its delivery. Everything has been prepared in advance to put it into use, and when it arrives there will be no delay in making a report.

I happened to meet Mr. Nehr this morning, and in speaking of the hard record, he told me that in use it seemed to grow smoother and lose any surface sound it might have when new. He has one of the first ones that Mr. Philpott made some time ago of black celluloid, backed with wax. This has been played 3750 times, that is to say, the first half of it was played that number of times, and the last half was played only occasionally to make comparison as to surface noise. I went in his office to hear it, and was surprised to hear the first half because it was so clear and distinct and practically free from surface noises. In fact, I could not hear any. But on playing the second half, the surface was very perceptible, and the reproduction was not as distinct and was less agreeable than the first half. Mr. Nehr told me also that the sapphire began to show some signs of wear on the 927th time of playing. It is possible that you may know of this experience, but I have taken the chance of relating it in case you had not.

<u>Pierman</u> is continuing his experiments on piano records with persistent vibrators, and thinks he may be on the track of something that will help. He was curious to learn whether the voice would also be recorded in this way (without horn) and I went upstairs and sung a song with carrying tones



in it. Both plane and voice recorded, but the reproduction was faint. I doubt whether you could have heard it, but I must say that the plane tones were much purer and less "tin-pamny" than when taken with the horn, and what could be heard of the voice was free from the horn sounds that are so frequently characteristic of the phonograph reproduction.

Al Wurth easy the German Silver transfers are working well, and on the whole he feels that he is in position to say to you that very satisfactory progress is being made along the line of his work. He is keeping in touch with the making up of the apparatus for gold plating and says that if all promises are kept he looks forward to getting a test on it by the end of next week.

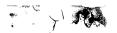
Mr. Bliss reports that the tests on our wagon are going along satisfactorily, and in a few days he hopes to have some comparative figures.

He is getting out the motor which Mr. Ford ordered for starter.

He is also making up seven additional house lighting regulators that have been orders.

The work on the first lot of vibrating rectifiers is proceeding satisfactorily.

<u>Moore</u> eays he still has nothing but good news about the German Silver plates. He has given Wurth 13 and Aiken half a dozen up to the present time, and in a few days will give the latter 20 more. He is also going to put in an order for another 50.



New Cylinder reproducer: Moore is at work making still further reproducers to beat his previous ones. I was upstairs this morning and heard a violin solo being reproduced. It was loud, clear and distinct, and seemed to me to/fully equal to that one of Spalding's on the disc. Let me repeat an incident just related by Moore. He was playing a violin solo with his new reproducer. His back was turned to the door and unknown to him Aiken stood there. He said "I am going to send for a cylinder record of a violin solo which the Committee turned down last night because it was squeaky and harsh". He sent the boy for it and told him also to ask Ireton to come up. When the record had been played with the new reproducer, Ireton said " I don't know why we need a disc machine". I told Moore I would relate this incident to you, and he said he was afraid to because it might lead you to expect too much on your return. It seems to me that if the new reproducer turns out as well as it has started there ought to be a revival in our cylinder record business.

L. Ott thought he would send a report today, but easys he has had a lot of hard luck in his experiments with bags bursting, etc., and the report will come later.

Yours very truly,

Wm. Meadowcroft.



March 29th, 1912.

Memo To Mr. Edison:-

#### COBALT

The cell made of the plates you treated is improving. On its 9th run it yielded 180 to I.V. and 218 to .5 V. The compacity is good, but the curve still has a lopping off tendency during the latter half of the discharge. It is improving though on each successive run.

### LI OH CONCENTRATION

calls having different amounts of Li from 50 to 90 grams in 21% KOH still show increase in capacity for 700 runs where the amount of Li is low. At 80 grams the curve is about 10 val and to 90 grams is shows a tendency to drop off after about 500 runs. The 90 grams calls, however, still have the greatest capacity in syste of the opposite trend of the curves.

#### STANDING EMPTY AND OPEN

A comparative test is being made with two cells which repeatedly are allowed to stand about three months at a time, idle empty and with fillor caps open. One stands charged and the other discherged. The cell which stands discharged is practically unharmed, but the other has dropped from 186 to 175 on overtharge after one such stand, this capacity being taken on the 5rd and 4th run after the stand.

#### IRON

Here are some results from Fes put up by Norton in small cells:

## #82-83

R.A. Fe Exp. 1562 10% Hg 0 New fron through 80 meeh. 83-7.480 ") Reduced at 9000 F. Cooled in H H replaced by N.

Results. (82 Normal Temp.-2110 350 -470 to I.V.

#### **#95**

( R.A: Fe Exp. 1566 10% Hg 0 Hew Iron through 100 mesh Reduced at 800° F. Cooled in H ( H replaced by N.

Results --- Normal temp. -1885 350 -1440 to 1.V.



| \$107-108 | R.A. fe Exp. 1550 105 Hg 0 |
| R.A. fe Exp. 1550 105 Hg 0 |
| R.A. fe Exp. 1550 105 Hg 0 |
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109-3 15.tamp 9.08 gm. (05" stock orimped. not corrugated 0.05" stock orimped. not corrugated 0.98 gm. (05" st

Result 8-- " " 2570 " - 1700

| 111-2 lb.-tamp. | Gegular iron \$1917 | 5.55 gm. | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ..

Results -- Normal -- 1325 35° - 730

Attached is a copy of the circular Holland got up announcing the proposed class in storage battery practice. They were received late yeaterday afternoon. Over 20 applications have been made this morning.

Smith.



# **IMPORTANT NOTICE**

# Free Instruction in Storage Battery Practice

There is a large demand for men competent to care for and to operate storage batteries in automobiles and elsewhere. The Edison Storage Battery Co. is constantly being applied to for such men at salaries ranging from \$15.00 to \$30.00 per week.

To meet this need Mr. Edison has authorized the formation of a class under the direction of Mr. W. E. Holland, Chief Electrical Engineer of the Company, to instruct men free of charge in battery and vehicle practice; and when they have become proficient, to furnish them with recommendations, place their names on file to be notified of positions accant, and otherwise to assist them in securing suitable employment.

The class will meet one evening a week, commencing about April 15, 1912, and in addition to the lectures delivered at these meetings, opportunities will be afforded for the members to witness the manufacturing processes in the Storage Battery Works.

Application for admission to this class should be made at once by men over 18 years of age who wish to take advantage of this unusual opportunity, as the number will be necessarily limited.

There will be no financial obligations of any kind.

Applications must be made either in person or in writing, (stating full name, address, age, whether married or single, previous and present employment, and references) to:

MR. HAROLD H. SMITH, Chief of Battery Department, Edison Laboratory, Orange, N. J.

EDISON STORAGE BATTERY CO., ORANGE, N. J.

E J de

# TEST ON LIGHTING SYSTEM IN E.S.B. CO. HOUSE.

March 27, 1912.

charge the 27 A-4 Edison cells at 30 amperes for 7 hours. The battery voltage subtoot current was put on the voltage rose to 4.1-1/2. The charging ourrent was put on the voltage rose to 4.1-1/2. The charging ourse of callons of gesoline. S gal. 3 ct. of collar or cylinder oil our and connecting collar our subtook of concerning the continuous continuo

The voltage of battery when charging current was stopped 42 and when discharge was started voltage dropped to 27.

1:00 P. M.

Voltage on lamps - 27 Amperes used - - 27 Regulator resistance arm 5 points in.

1:30 P. M.

Voltage on lamps - 29 Amperes used - - 28-1/2 Regulator resistance arm 1 point in.

2:00 P. M.

Voltage on lamps - 30 Amperes used - - 29 Regulator resistence arm onfirst point in.

Remarks :-

The 6 ampere fuse for the pink room blew out, there were 6 lamps on this line, - fuse replaced immediately.

2:30 P. M., Voltage on lamps - 30-1/2 Amperes used - 29-1/2 Pegulator arm on first point.

Remarks:-

There were one or two very noticeable flickers on the lamps but did not last but a few moments, the effects of the charge and discharge seems to be doing away with this.

7:00 P. M. Voltage on lamps - 30
Amperes used - - 29
Resistance all out.

The actual battery voltage directly across battery was 32. Compared with 31 for yesterday and 28 for the day before.

3:30 P. M. Voltage on lamps - 30
Amperes used - - 29

# TEST ON LIGHTING SYSTEM IN E.S.B. CO. HOUSE. March 27, 1912.

--2--

Remarks:-

I out off discharging for 10 minutes and started generator for demonstration of the lighting plant.

4:00 P. N. Voltage on lamps - 29 Amperes used - - 28.5

4:30 P. M. Voltage on lamps - 28 Amperes used - - 28

5:00 P. M. Voltage on lamps - 26.5 Amperes used - - 27

5:30 P. M. Voltage on lamps - 3555 24.5 Amperes used - 26

6:00 P. E. Voltage on lamps = 23 Amperes used = = 25

After this discharge of 5 hours the lamps were burning very bright. The voltage directly across bettery was 25 compared with 22-1/2 for yesterday and 14 for the day before.

C.a. Poyer

Ε.

March 29th, 1912.

### REPORT TO ME. EDISON.

The arresponsite for the alema in atorice bittery meaning his periodic have been completed. I enclose herewith a circulty we have hes printed for distribution eround the works, among the nerrly wehild cornilatories; it the larce princes, such is the larce progress and high schools of barress compray, and in the Ville. A so and high schools of barres red barres. To death of the meaning the respective for barress of the works, and high schools of barres and high schools of barres are fitted for the water search and high schools of the proposition of the water search and the careful and the meaning the mean processorial, here out the undestruite and necessarily be limited in number. To have piramed to have the class start April 1st, but the notices were held up for a long time by the printer, and the interrible we shall me are not yet ray, no decided to postupe the options of the course carefully, and it is our air to have constinutions at the ond. The shall incolor only acople who will agree to start in with the first lecture and attention where when the whole coaries.

no you not think it would be well to each one of our fat books of Gurver, etc. to each of the Technical Colleges for their reference literates. Swith and I have gone over all the Gurver and revised them to include the A-10 and A-12 types, and to being them right up-to-date in wear remote. We have rise triated on Not them so that they are self-conjuntation, to do not be the they are self-conjuntation, to do not be them. I have no self-conjuntation of the remote them. I have not for the conjuntation of the remote of engineers who reactive the books, and we show shall seed now for the remote of the form time to time to got to be now he have shall seed now for the remote of the collection to got the form time to time to got to the nowle or to suncrease the old Gurver.

improving wonderfully under the direction of our investor. It is a proving wonderfully under the direction of our investor. It is a proving wonderfully under the direction of our investor in the season of the sea

Mar. 29th, 1912. Puge -2-

I have improved our Imspection Report Forms atill further by increasing the size, and Cividing it up into a regular report and a special report. Godies of these forms are sent you herewith. The regular report it abuliants for regular imposition, and the regular imposition are sent you herewith. The regular report it abuliants, we will be used for confidential interaction for open and in the regular interaction of the regul

In repract to the signing of reports, herrtofore, the hoen somewhat difficult to get the signifune of the Gener on Garage Superintendent for the grean that they thought it might be taken as their manneral of the report, for this resean on the new report I fixed its othey would sign in receint for the comy of the report, which I don't believe anyone can object to.

Hooirs the fishing is good, and that you are in fine health, I remain

Respectfully yours,

N.E. Holland

DICTATED TO THE EDISON DUSINESS PHONSON PARTY IN THE WEEK TO THE EDISON PROPERTY OF THE EDI

# IMPORTANT NOTICE

# Free Instruction in Storage Battery Practice

There is a large demand for men competent to care for and to operate storage batteries in automobiles and elsewhere. The Edison Storage Battery Co. is constantly being applied to for such men at salaries ranging from \$15.00 to \$30.00 per week.

To meet this need Mr. Edison has authorized the formation of a class under the direction of Mr. W. E. Holland, Chief Electrical Engineer of the Company, to instruct men free of charge in battery and vehicle practice; and when they have become proficient, to furnish them with recommendations, place their names on file to be notified of positions vacant, and otherwise to assist them in securing suitable employment.

The class will meet one evening a week, commencing about April 15, 1912, and in addition to the lectures delivered at these meetings, opportunities will be afforded for the members to witness the manufacturing processes in the Storage Battery Works.

Application for admission to this class should be made at once by men over 18 years of age who wish to take advantage of this unusual opportunity, as the number will be necessarily limited.

There will be no financial obligations of any kind:

Applications must be made either in person or in writing, (stating full name, address, age, whether married or single, previous and present employment, and references) to:

# MR. HAROLD H. SMITH,

Chief of Battery Department, Edison Laboratory, Orange, N. J.

EDISON STORAGE BATTERY CO., ORANGE, N. J.

Porm \$110. 8-15-12-50

# BATTERY INSPECTION REPORT.

Kind of Service-

Daily Mileage Mi	leage possible on one charge
low charged? rates, time, garage temperature, setti	ng of amp-hour meter, etc.
J	Electric Filler used?
	Height of Solution now
	AverageMinimum(cells
	water, wind (in winter)? etc
Condition of Trays: are they clean, dry, well coate	ed? etc
Condition of Cells: voltage readings, etc; are cans	clean dry and properly coated at bottom and sides?
Condition of Top Fittings, Poles and Nuts	
Condition of Connectors and Jumpers; any bad co	ontacts?
Condition of Connectors and Jumpers; any bad co	ontacts?
Condition of Connectors and Jumpers; any bad co	
Condition of Connectors and Jumpers; any bad co	ontacts?
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(Form to be used for information of a confidential nature and to supplement regular Battery Inspection Reports.)

SUBJECT



Form 2001, 8-5-12

Inspector



April 1, 1912.

Dear Mr. Edison: -

Enclosed you will find the following re-

ports:

Burdick, as to Cement Cabinets,
Dinwiddie, as to Educational Films,
Warner, as to Crystallization Films,
Billy Bee, as to Estery Sales,
Dally, as to Iron - (Samples sent separately)
Smith, as to battery tests.

Marner, came in this morning to bring his report, and incidentally related some of his difficulties in getting a picture of the frost on the window pane. He has found it anything but easy. It cannot be done by simply moistening the window pane, as that just shows a glassy surface when fforen. He has figured it out that in nature the air in a room is warmeet at the top and under freezing conditions descends by the window, the vapor growing denser as it gets lower. His theory is that at the second the vapor gets sufficiently dense the frost seizes it in minite particles and deposits them in crystalline form on the window pane. He is going to try and duplicate natural conditions and see if he can get his picture in that way. I can well imagine that it will be a wonderfully fascinating picture when it is made.

Aiken reports that the freezing test of the disc with paper came out all right. They were subjectable a temperature of 40° below zero and then hept at 120° above in an oven for four days, and came out first rate. He also says that the German silver transfers are working fine, and indeed are so satisfactory that he has ordered 100 more plates.

As to the equipment, Aiken says the work is making good progress, and altho' some of the parts are slow in coming in there is no alarming delay.

<u>Burth</u> reports that his regular work is turning out fairly satisfactory. He is systemmatizing things so as to be ready for the gold plating process when the apparatus for that is ready.

Blue Amberol Records: I saw Mr. Philpott who says
that the mains for steam are just about finished. The other
parts and accessories are coming in slowly, and he has been
much hampered by the steam fitting manufacturers sending
parts that were not in accordance with orders. They have
to be returned and the waiting for the proper parts occasions
delay. However, Mr. Philpott is on the job every minute
and is doing all he can to push the equipment forward.

Small Disc Cabinet: Harper has made a second casting from Keene's cement, and it is a little better than the other. He has inserted threaded tubes for the top screws

and also for feet. The surface of this casting is better than that of the first one. He is going to save the second one just as it is for you to see on your return. The first one he will try to finish up, so as to be ready for you then. He was finishing up a mould for the front, and will then make a mould for the top. The die for the bottom of the metal cabinet will be sent to the foundry today, and work is progressing on the motor. Take it altogether, I think the cabinet is coming on without any loss of time.

Mr. Bliss has received your memorandum of the 25th March about splitting up the cells on Ford automobile for lighting and ignition, and will arrange to have it tried out as noon as possible.

<u>Moore</u> reports that the German silver plates are turning out very satisfactorily. Al murth made five transfers last Saturday and they were all fine, having a good polished surface. There is no doubt that they are going to be all right for his and Aiken's work. Wurth has also had very good results with transfers from nickel-plated brace plates; almost as good as the German silver, but there is one thing to be said in favor of the latter and that is, it can never flake off as nickel-plating might.

Moore is going ahead with his experiments on the new reproducer for cylinder records, trying hard to beat his previous results.

I enclose newspaper clipping about the powder mill explosion at pompton this morning. It shook all our buildings here violently and soared all our people. Everybody rushed out in affright, fearing it was an explosion of our boilers or in the chemical room. The strange thing about it is that the explosion was felt to the southward but not much northward.

Hoping you are well and enjoying your holiday, I remain -

Yours very truly,

Wm. H. Meadowcroft.

#### REPORT OF PROGRESS FOR WEEK KINDING

#### SATURDAY, MARCH 30th, 1912

#### EQUIPMENT\_

### CAR FRAHES

Prime as built has not proved entirely satisfactory up to the present time, due to excessive weight of moulds. I am getting out a design to rack the moulds one above the other and use a hand heist for leading and unleading.

The cradic as mentioned in report of Earch 23rd has not been tried out yet, but I expect to try it the early part of next week. However, I think the moulds are too heavy for this to prove a success.

#### TURNING OUT TABLE

an getting out a design for a table whereby the worken will not turn the heavy mould over by hand, but it will be turned over on a pivoted shaft, and east removed, then the mould turned back and cited.

For moving from car to table a hand hoist can

## be used. CONCRETE MIXER

The mixer, as mentioned in report of merch 23rd, has been received and set up. I have taken two casts, using the old mixture, and it seems to work satisfactorily for mixing.

### ELRVATOR

I received word from the Storm Mfg. Co. that they expected to erect their elevator about Wednesday, April 3rd.

I poured an experimental cast to-day to try the now sorew anchors, and found that they would be satisfactory.

cen be cast in place, thus saving work on assembling. I will have this tried with the new moulds.

I have turned the blue prints of the inside frame and drawer over to Hr. Bliss for building an experimental model.

#### H. BURDICK

CEMENT CABINET DEPARTMENT.

# EDUCATIONAL SERIES MOVING PICTURES REPORT W. W. DINWIDDIE

Mr. Edison: -

We have positive films of lift pump, force pump.

double action force pump and steem engine. The lift pump is not
satisfactory, however, and will have to be done again.

At night I have arranged the list of subjects for films in alphabetical order in a card catelog and have made a number of cross references and some additions, including a list suggested by Mr. Meadowcroft. The list is now in convenient shape to be expended and added to as we run across new subjects or matter bearing on those already listed.

All of the network of old electric wires has been removed from Room 17. The ceiling has been printed white and rewired for three large Tungsten lamps. Connections have also been provided for the arc lights to illuminate models for photographing.

The arc lights ordered for this work arrived Saturday and will be installed as soon as possible.

Very respectfully,

W. W. Dinwiddie.

Monday April 1st, 1912

April 1st, 1912

# MOTION PICTURES FOR EDUCATIONAL PURPOSES CRYSTALLIZATION

Mr. Edison:-

During the past week I have obtained two rictures showing crystallization started by dropping a crystal into a supersaturated solution. I have also been experimenting to crystallize water, but have not yet obtained a satisfactory result to photograph.

It has been necessary for me to give more time than I had expected to the assembling of my 1000 foot film, as there is no one at the Film Plant who has hendled anything like it before. Therefore I have had to superintend most of the work personally. This film has been delayed by an error of the printer in making the titles, but it is rapidly nearing completion.

Very respectfully, S. G. Warner.

April 1st, 1912

Mr. Edison:-

No. 7 -- Regular Iron Oxide reduced with hydrogen at 1000 F.

finished the last two hours with nitrogen made from coke.

No. 8 -- Same as No. 7, except mixed with 6% mercury oxide.

No. 9 -- Duplicate of #7, except reduced at 980 F.

No. 10-- Same as No. 9, except mixed with 6% mercury oxide

No. 11-- Duplicate of No. 7, except reduced at 880.

No. 12-- Same as No. 11, except mixed with 6% mercury oxide

No. 13-Reg. iron oxide reduced with hydrogen at 1180 F. finished the last two hours in C O2 made from lime rock and sulpharic acid.

No. 14 -- Same as #13, except mixed with mercury

I intend to duplicate No. 7,8, 9, 10, 11 and No. 12, except finishing with C O2 instead of nitorgen, which from appearance looks just as good.

Dally.

Copy

April 1st, 1912

Memo to Mr. Edison:-

Last week I took four positive plates, monked them 48 hours in cohalt sulphate, them 48 hours in 21% HOH and then in Alkalawater until practically free of sulphates. This was like your experiment, I believe, with the exception that you used cohalt chiloride.

The first run on the new cell (charged 30 hours at 20 amperce) gave 215 to 1.v. and 23.15 to 1.5 V. The other on its first run gave 185 to 1.v. and 204 to 1.5 V. The other on its 10th run run with the new cell (on its 15th run run with the new cell (on its first run) and gave only 175 to 1.v. but 221 to 1.5 V., showing a gain in capacity, but a loss in voltage.

Dally's iron experiments have been started. The first ones give the following results at normal temperature:

DALLY EXP.	YOUR HO.	I.V.	.5 V.	_
(5	5007	1690	2335	
. {5	5008	1620	. 2270	
∫6	5009	1320	1960	
<u>L</u> 6	5010	1160	1890	
<b>∑</b> 7	5011	1600	2250	
۷7	5012	1.470	2090	
. ∫8	5013	1290	1850	
<u>Z</u> 8	5014	1,340	1985	

Loading weight p rems

Cells will now be run cold as per your note.

Applications for admission to Storage Battery Class

already number over 75.

stat Smith

HHS/ES



Dear Mr. Edison:

Enclosed you will find the following

reports:

Er. Maxwell, as to Home Machines, Billy Bee, as to Battery sales, Dr. Goldstein, as to Nickel hydrates, L. Ott, an same and Cement Cabinet, Charlie Poyer, as to Lansden Test.

Wagoner: I received your night telegram and showed it to Billy Bee, who suggested I telephone to Wagoner. He was not in but I talked it over with Stevenson, his secretary, who understands the matter quite well. He said he did not see how we could keep track of the various batteries to estimate the possible increasedlife, but I told him we would have to find a way to do it. When your letter comes to hand I will take up the matter further with Wagoner himself. It certainly seems to be no more than right that if you so improve the battery that their yearly cost is smaller than they are now willing to incur you should benefit largely.

Storage Battery: Dusiness has surely been fine this month, and from the batch of letters I enclose, including reports of Ross and Thompson, prospects are looming up quite promising. It certainly looks as if you were

coming into your own, and, for one, I heartily rejoice.

Alken has nothing special to report today in regard to experiments, but says that the equipment work for making disc records is proceeding in a satisfactory manner.

Al Wurth also has nothing of special importance to report today. He is making fair progress with regular work, and is waiting anxiously for the gold plating apparatus which is promised within the next few days.

<u>Blue Amberol Records</u>: Mr. Philpott is making all the progresshe possibly can on equipment, but as I told you in my last letter the intermediate parts are slow of delivery. He has some of the parts for each end of his steam connections but cannot put them together because the intermediate parts have not yet come. He is pushing for delivery. In the meantime he is making good progress in the selection of molds. He has also gotten ready the forming, and steaming and printing appliances for the large Higham cylinders.

<u>Dinwiddie</u> is hard at work in his department. In addition to a lot of preliminary work he is doing on other aubjects for films, he is working out a film on came. In this, after showing the primary idea and working of a cam, he will show, as a climax, two cams writing out your

name and drawing a profile picture. The card enclosed was written through the action of two came he has made. This part of the film will probably be ready when you come home. You have certainly drawn a prize in getting Dinwiddie, I think; just the man for this purpose, as he lays out the work, it shows that he is capable of broad conceptions and is analytical to a high degree hesidee having good educational ideas. You got him in good time. He showed me a letter that had been written to him at Cambridge and was forwarded. It contained an offer from a large manufacturer of lenses in England, but he has decided to turn it down.

Pierman told me this morning that by means of a peculiar combination of a persistant vibrator and a horn he has had great success in reproducing every note on the piano without the resonant effect of the horn. He thinks he is now right on top of the result you have been so long aiming for, and hopes to have it worked out more fully by the time you return.

Small Disc Cabinet: Rarper is at work trying to finish up one of the Coment Cabinets to show you when you come back. The pattern for the bottom of the metal cabinet went to the foundry yesterday, and the casting is expected by Saturday of this week.

Mr. Wilson just told me that everything relating to the disc machine is coming through all right. Nothing of a special nature to report.

Anderson reports that the matters in his charge are going all right and ghere are no extraordinary delays to interfere with progress.

Your return. Will you please advise me about the date of your return so that I may know when to send my last letter? I expect to write again on Friday of this week. In the natural course of events I would write again next Monday. The letter of that date would not reach you before Wednesday, the 10th. If you expect to leave that day the letter would not reach you. Hence, I shall be glad to be advised in order that I may act accordingly.

Yours very truly, Wm. H. Meadowcroft,

P. S. Moore says he has delivered 20 German wine places to obthem this weeks. In my week the expects to report as to quite a number of bransfers. He is hard at worth on the new explinitor reproducer.

April 2, 1913.

Mr. Edison:

In re Home Motion Picture Machine.

110 machines are now on the cheff, but the normhecturing department finds it necessary to revise its previous promises. 500 or more machines are presided without fail by April 10th and thereafter 100 per day.

100 carrying-cases are to be chipped Wednesday, 1.0 Thursday and the manufacturers promise to have enough carryingcases for the first lot of machines by April 15th.

The sample 220 volt transformers and rheocents have not yet been received but are momentarily expected. Er. Ferrell's department will keep after this.

Er. Sell has complete the Instruction Shoots on the Bernet and Are Might Equipment. There is not so much rush on the Acetylene Instruction Sheet, and there are certain additional data which he wants before writing those instructions. These will be at land and the Acetylene instructions will be written on Er. Sell's return from Chicago.

 $\pm 11$  of the printed matter seems to be coming through in good shape.

It is expected that one or more jobbing connections will be established in Hew York City this week. The prosmective jobbers have been heleing off for various reasons, but it seems lively that at least one of the negotiations will culminate in a contract in the near future. Other contracts clacwhere are ponding. The phonograph jobbers, in many instances, seem to

\_2\_

feel that the margin of profit to them is not sufficient, but from present indications-we are not going to have any difficulty in finding a sufficient number of good jobbers.

The lenses are coming along all right, also the Hernet lamps. The latter are showing quite satisfactory results under the test.

I leave for Chicago this afternoon to meet and spend a few days with our demonstrator in that territory.

April 3rd, 1912.

Mr. Thomas A. Edison:-

Dear Sir: The nickel hydrates which I reported to you last time were all dried in pie plates, therefore I have made duplicates of these as follows, using in all cases the same amount, and specific gravity of both the Hi SO4 and Na OH solutions.

Six semples made by pouring into a coppor besker for into 850 g Hi 804 into 850 g Ha 60 while constantly stirring withen egg bester, let stend two hours, then stirred again and squeezing out of the beg, into which the semple was put, the following percentages of sulphate liquor: 10, 20, 30, 40, 50, 605. Those were clil dome cold. All placed in the monel metal pane

Mi souther the series of the s

J. Goldstein

#### PHONO CABINET

Another mould was noured; the Keene's cenent was mixed very thin in order to see if the results would be any better. It came out with many large air holes, even though we kept numping while it was being noured. So we tried snother one mixed very thick, even thicker than the first one which came out so good; this one came out fine, even better than the first, and we shall leave it as it came out of the mould so you may see it as it is.

The first mould we shall clean off a little from finger marks when the holes etc. for the motor frame and horn breaket are drilled in. After it is cleaned I shall paint it with a solution of alum, as I find that this hordens the surface cuite a little.

Yours respectfully.

Ludwig Ott.

April 3rd, 1912

#### . TWHOTEN IPOT

The Lambden Test started yesterday and is run under the same conditions as before. Having a load of 2,500 lbs. of iron and run over the came course. Total miles — 1346.9

Bay's milesge — 50,8 miles

Condition of Truck

The truck is in the same condition as when it left here, Pebruary 25thm 1912.

Condition of Course

The heavy rains have made the streets very middy and especially Cherry St.

C. a. Poyer

# Edison Storage Battery Co.



Orange, N.J., U.S.A. April 3rd, 1912.

Mr. Thomas A. Edison, Fort Myers, Fla.

Dear Mr. Edison: -

Please find enclosed copy of reports from Mr. Ross and Mr. Thompson.

Note what Mr. Ross says in regard to Mr. Newtomb of Norfolk, va. He has recently been sending us a large emount of business and it looks as if in a small city providing one has capital that this is the way to do it.

I am mending you copies of letters that Mr. Thompson received from the Illinois Central Relirod. While we haven't the official order for the 2500 cells, the letter from the vice President Mr. Thompson claims is as good as an order. Thompson a reput shows prospects of a very large business with the Reliroda Pople.

Yours very truly,

(Signed) W. G. Bee.

Manager of Sales.

WGB. GPW.

April 2nd, 1912.

MR. BEE:

On March 14th I called on Mr. A. D. Newcomb, President of the Southern Electric Light & Power Supplying Corporation of Norfolk, Va., and made quite a thorough investigation of their automobile lighting proposition.

In the city of Norfolk (total population care. At the time of my visit 10% or a total of 100 of these cars were being lighted by Edison Batteries.

Customer page \$65.00 for having his car follows: Customer page \$65.00 for having his over wired and electric fittures installed and agrees to pay then \$1.50 per month for the restal of the bettery, together with \$6.50 for each exchange, the Southern 00, retain the companing of the battery, our regular steel because the key so that customers must come back to them for recharging and cannot tamper with the bettery.

up a largo amount of ceptial, they fully realize this, and are will not expited, they fully realize this, and are will not expited, they fully realize this, are will not expited the full to dollars if necessary. They are realizing 50% a year on the money thus invested aside from revenue derived from charging and sale of large and accessories. The stock holders are very enthusiastic and refuse to sell their stock at prices far in advance of cost to thom.

business-like manner, and as a result of my investigation I am thoroughly convinced that there are trementous possibilities along this possibilities to the theory of the possibilities along this possible to the volume of business we may expect to derive from this source seems to be almost unlimited.

coll, B-4 bettery, Groy & Davis lamps, Outler Hammer, Group pull switch and special low consumption Shelby tungsten lights, consumption 7/8 watts per c.p. So far they here had no trouble whatsever. Lights seem to stand up splenidly. Here and twoive watt lights are used for head lights according to customer's specifications.

Respectfully.

(Signed) E. J. Ross, Jr.

Asst. Manager of Sales.

April 2nd, 1912.

Mr. W. G. Bee:-

I attach herewith three letters from Mr. C. F. Parker, Vice President of the Illinois Central Railroad Company. These letters are supposed to constitute an order, or in other words, authorize us to proceed with the manufacture of 98 sets type A-8H of 25 cells each,

The letter addressed to me personally from Mr. Parker was in reply to one from no to him explaining that it was necessary for us to have immediate authority for us to proceed with this work, otherwise we could not guarantee to fill their orders in time. I did this to force their hand and try to find out whether on twe were to be favored with their business. The results are explained by these letters.

The Convention of the American Railway Appliance Association, where we had in my mind the best exhibit that I have seen, was the most successful convention that I have seen strended. A great deal of enthusiasm was shown for the Edison Battury and in fact our both in conjunction for the railway me attending the convention, the form of the railway me attending the convention.

A number of Signal Engineers who have been testing out our batteries of various sizes claim some remarkable results for them, and have assured me that they will in the near future place with us orders for a considerable amount.

As an instance of a remarkable installation would ofte the case of the Michigan Central Railroad who have eight of our A-4 operating one semaphore signal. The train service on this particular branch is such that the signal has some of the Michigan contral who has charge of this particular installation, assured me that the battery had been in service for three hundred days without charge, thus proving to him one of our claims, viz. that the Edison Battery loses little or nothing on standing idle as compared with the lead bettery least 20% and would lose over this same portion of time at

The Chicago Great Western Railway, with whom we have an annual contract assured me that they would within the course of a short time order some 22 ddd sets, and before the year was out their business would at least amount to 75 or 80 sets.

From the general tone manifested in my conversation with various railroad managers and signal engineers we should expect within the next year a great volume of business and I am highly elated with the prospects.

April 2nd, 1912.

Mr. W. G. Bee:-

The following are live prospects which it would seem to me we should get within the next couple of months:

New York Central Signal 600 A-8 and about 200 A-4 Lake Shore Signal 150 A-4 Likinds Central (Car Lighting) 450 A-12 New York Central (Signal Dept.) 200 A-12 Chicago Great Western 200 A-8

Besides this there is considerable more business which I am unable to tell much about definitely although I feel sure that we will get without any trouble.

HGT/GPW.

H. G. THOMPSON.

COPY

#### ILLINOIS CENTRAL R. R. COMPANY,

Chicago, Ill., March 25, 1912, IC LSD

Edison Storage Battery Co., 122 S. Michigan Ave., Chicago, Ill.

#### Gentlemen: -

You will receive within a few days an order through our Purchasing Agent for Batteries to be used in connection with all electric lighted cars in our new passenger equipment.

It is very essential that this material be forwarded to one builders' works at the sarliest possible date so that they will not be delayed in any way in constructing the cars awaiting receipt of your specialties, and I will appreciate it if you will confer with our Electrical Engineers relative to having your prints or specifications approved prior to receipt of our order.

The contracts for all cars have not as yet been placed. Am unable, therefore, to give you shipping directions at this time. These shipping instructions will accompany our order.

In this connection it is very essential that we have your advice as to when this material can be shipped, and I will bepleased to have an acknowledgment from you advising just what we may expect.

Yours truly,

(Signed) C. F. Parker, Vice President.

COPY

#### ILLINOIS CENTRAL R. R. COMPANY,

Chicago, On Illinois Division March 27, 1912

IC CFP

Mr. H. G. Thompson, Representative, Edison Storage Battery Co., Peoples Gas Bldg., Chicago, Ill.

Dear Sir:-

I have your two letters of the 25th. At the present I have no papers with me and am, therefore, unable to determine the relative prices as to replacements of materials. However, I am willing to take a chance on this knowing that you will do the right thing and now beg to advise that we will use the Edden Bettery on 98 peasement rain oars that we are to have built.

I am unable to give you definite specifications but you are no doubt familiar with these and I merely write this, inasumoh as you went an answer by Friday, and I will arrange the details upon my return to Chicago Thursday.

Yours truly,

(Signed) C. F. Parker. Vice President/

COPY

#### ILLINOIS CENTRAL R. R. COMPANY,

Chicago, Ill., Mar. 27th, 1912,

IC ACM

Edison Storage Battery Co., 122 S. Michigan Ave., Chicago,

Gentlemen: -

Referring to my recent letter advising that we had instructed the Purchasing Agent of the Central of Georgia Ry. Co. to place order with you for two sets of Edison Batteries.

This order, together with order for the new equipment on the Illinois Central would entitle the Central of Georgia to your price of \$555.00 per set.

Wish you would kindly acknowledge this letter and confirm my understanding. This is the price we gave the Purchasing Agent of the Central of Georgia Ry. Co.

Yours truly,

(Signed) C. F. Parker, Vice President. 974 - Beston after Windth Land Willemann

April 5, 1912.

Dear Mr. Edison: -

Enclosed you will find the following reports:

Charlie Poyer, as to Lansden Test,

" as to House plant,

Billy Bee, as to Battery sales.

Talking Pictures: I went over to the tent yesterday and today to see what progress is being made by Higham, and have found him feeling much more encouraged by results he has lately attained in recording. I heard several records and could distinguish everything that was said in a four minute speech, with the exception of about five words. The quality of reproduction seemed to me much better than that of some former records I have heard. In these later records and reproductions there was none of the horny, muffled effect which was noticeable in the earlier ones. In other words, the later results are sharper and more distinct. Higham and Waddell are feeling more chipper since they have made this improvement. They felt quite blue and downhearted for a while as it did not seem that they were making any progress, but are now more hopeful.

Insulating Battery Cane: I saw Mr. Aylaworth last night. He says that he coated the outside of a can and let it stand in caustic potash and could not get any ourrent for through it at 110 volts. He first tried to apply the material, but it was too

thin and would melt off when he tried to bake it, so he had some sheets calendered to 1/16 of an inch thick and applied them and baked them on the bottom and about two inches up on the outside. He is now going to try it on the inside of the can, and will form up sheet material in chape like the can, place it inside; and inside that a hot water bottle to make the material alphatic and fit to the interior of the can, after which it will be baked. In practice, he thinks he will use an air bag, instead of hot water bottle, to press the material to the sides of the can and then by heating the can will cause the material to adhere. He will probably have all this ready when you return. He says that the cost of the bare material alone, without any labor, is about 16 cente a pound.

Al Wurth: He says that the factory has lived up to promise and has the apparatus for gold plating all ready, but it cannot be tried yet, as the glass people have fallen down on their promise. The glass jar is not yet ready but is to be delivered next Tuesday. It has taken more time than was anticipated to make the mould. Wurth says the German silver transfers work out fine, and the remainder of his work is progressing fairly well.

Aiken says he has nothing special to report except that the equipment is going more slowly than he would wish on account of the slow delivery of supplies and parts.

Philpott: This is also the burden of Mr. Philpott's song. He is aggravated by the non-delivery of important parts and also by the delivery of parts not ordered and the attempt of the supply houses to induce him to use these improper parts. Philpott says he has designed his plant so that there will not be a large monthly expense account for repairs, and to this end he has carefully figured out every detail and knows just what parts will be most suitable and permanent. While he chafes a great deal under the delay caused by the hardware and steamfitting supply houses, he thinks it will pay in the long run to have the plant right in the first place, so he is patiently weeding out the material and keeping only that which is correct. In the meantime, he is going on with the printing of records for selection of moulds so as to be ready for a quick start when the plant is finished.

Powers is trying hard to have a few feet of colored film ready to show you on your return. He is not quite sure and does not want to make any promises, but is trying his bent.

Small Disc Cabinet: Harper is making good progress on this and on all the parts and hopes to have one to show you when you come back, or very quickly afterward. He expects to get the existings for dies for bottom of metallic cabinet this afternoon.

Wagoner: I received your memorandum yesterday and showed it to Billy Bee. After talking the matter over with him, he

said it would be a good thing to send a copy of it to Mr. Wagoner, and I did so but left blank the name of the R.R. Co. you mentioned. I thought it would not be well to let the name be known. Mr. Wagoner will see from your memo. just what "ou think, and then can go on with any urgent cases he may have on hand unless he utterly disagrees with your views.

Home Machine: Mr. Farrell has just informed me that he closed with one New York jobber yesterday, J. H. Holberg, for 200 machines and the regular quantity of film, - \$10,000.

Moore reports that all the German silver transfers are still fine. He is hard at work on the now reproducer for cylinder records. He has taken those apart that he has already made, and is analysing them minutely to see if he can make improvements so as to beat what he has done.

Mr. Blies ease the Ford dynamo will be ready tomorrow. In the meantime, the Ford cur with equipment is being run daily and works out all right. As soon as he gets some low volt lamps, Mr. Blies will try out your scheme of splitting up the hatteries.

Yours very truly, Wm. H. Meadowcroft.

P.S. Moore teles me be is getting 50 more plates for Musta's worth.

April 4th,1912

#### LANSDEN TEST

Total Niles -- 1497.2

Day's Miles -- 90.1

Condition of Chassis -- Truck running O.K.

Condition of Course --

Cherry St. too dangerous for the night driver to go through.

Trips around course -- 6 trips

Remarks -- 0.K.

Ca. Poyer

April 5th, 1912

#### LANSDEN TEST

Total Miles -- 1575.1 Miles

Day's Miles -- 77.9 Hiles

Condition of Chassis -- O. K.

Condition of Course -- Cherry St. now passable

Remarks -- The leads on the ampere hour meter broke loose last night due to pounding on cobblestones.

C.a. Poyer

April 5thm 1912

#### TEST ON DROP IN WIRING IN E.S.B.CO. HOUSE

I took a plug and screwed it into a mocket in the various rooms and ran a lamp cord to a double throw switch in the basement.

On one side of the double throw switch I had wires to my battery, and on the other the wires to the lemp socket, and in this way I could very quickly get my readings of the battery and of the lamp.

The readings on the bettery were taken across the line and after the regulator, so as not to get the drop of my regulator. In the sitting ross on the second floor, which is

the last room on the line from the battery, I could notice a drop of 1/5 of a volt, and in the other rooms which are not so near the end of the line, there was no noticeable drop on the moter, which was 100 scale volt meter.

C. a. Poyer

thing of this

After second of the second of

April 6th, 1912

Dear Mr. Edison:-

Herewith I send you reports as follows:
Burâick, as to Cement Cabinets
Charlie Poyer, as to Landen Tests
Billy Bee, as to Battery Sales
Ny namal week and condensation of Storage Battery and

Allow me to offer my congratulations on Billy Bee's report, which is a "bumper" one - Just to think of it, one day's orders amounting to \$182,000! I hope I may see the day when this will appear quite ordinary.

#### BAILEY

I enclose a letter from Billy Bee about Bailey's account. You will also receive a memorandum from Harry Willer on this matter.

Unless I hear from you to the contrary, I will not write you next Monday, as I do not know what day you expect to leave.

Wishing you a safe journey home, I remain Yours very truly,

RUPORT OF PROGRESS FOR WEEK

ENDING SATURDAY, APRIL 6th, 1912

CHMENT CABINET DEPARTMENT

#### BOUIPHENT

#### CAR PRAMES

pact week, and do not belief they will be satisfactory. These shelves are all right for the small not satisfactory. These shelves are all right for the small notice that the large moulds are too heavy for two san to head that is from actual experience. There was no head to the state of the state of the same actual experience. There was no considered as a production of the state per day, a total of 60 heavy moulds a production of the state of the same state of the same state of the same state of the ner set being heavier.

I believe by building the frame in four separate shelves and lifting each shelf with its mould by means of a hand travelling hoist, this trouble could be overcome.

The car in itself is alright, one man being able to push the car loaded to its fullest capacity.

#### TURNING OUT TABLE

This table was tried out Thursday, and I believe with a few modifications and in connection with said hoist, this will work satisfactorily.

#### COHCRETE MIXER

For mixing material the above seems to work all right. For manufacturing on a large scale I would suggest a continuous mixer, because of its automatic feed, insuring a constant mixture.

#### BLEVATOR

The "Storms" elevator was received Friday, April 5th, and their men are at work installing the same.

As per orders of Mr. Edison, with relation to mixture, I have notified the carpenters and tinsmiths to go shead with the seasoning shelves and steam ovens.

(2)

as per above orders, we had a cabinet crated and surrounded on all sides with eight inches of excelsior. This was impected by Hr. Weber and found to be correct.

a bit here. This was done and the case opened up and exhibit removed. We found the front door oracked, one leg cracked, the back door step broken off, the cover hinge lossened up, and the cover oracked on two presists corners.

This handling was not as rough as it would receive unloading from a car, as the case was not lifted from the floor, but was rolled over so as to try all four aides and the two ends.

H. Burdick

CHICKLE CABINET DEPT.

April 6thm 1912

#### LANSDEN TEST

Total Miles -- 1669.5

Day's Miles -- 94.4

Condition of Chasais -- O. K.

Condition of Course -- Rough

Trips around course - 6 trips

Remarks: -- Ampere hour meter completely broken, and a new one will have to be replaced

C. a. Poyer



April 8, 1912.

Dear Mr. Edison:

On inquiry at your house I learn that you will not be home until the end of the week, so there will be time to reach you with this letter.

Herewith you will find the following reports: Dinwiddie, on Educational pictures

" on Cam machine

Warner, on Crystallization Charlie Poyer, on Landon test Billy Bee, on Battery Sales H. H. Smith, on Battery tests.

Aiken reports that about 50% of the castings for his equipment work have been delivered and are in the machine shops. The other 50% in promised for today, so it is expected that there will be more progress made this week. He says that the German silver transfers are still coming fine, and that the cleaning with brown potash is all right and does not discolor the plates.

Al Worth says he hopes to have a test of the gold
plating process by the week end if the glass people keep
their promise and deliver the jar tomorrow. He says also
that the transfer and soldering processes are good, and he
thinks he is making some progress with sub-manders. There
are many difficulties with the latter, but on the whole

he feels that he is going forward.

Elue Amberol Records: Mr. Philpott feels more encouraged this morning as to delivery of the parts he lacks. They are promised during the early part of this week. The small air compressor arrived a few days ago, and is set up and connected. Mr. Philpott started in to make a test but found one of the springs too weak, and will be ready to make another test tomorrow. If it is made in time to send you word as to results, I will do so. Mr. Philpott said he did not want to report on the imperfect test he made, but said he felt hopeful.

Talking Pictures: I went over to the tent this morning to see if there was anything of moment to report to you. There was not. Higham is hard at work experimenting with recording, and I think he has made some improvement. He will have several things for you to see and hear on your return.

Small Disc Machine: The progress that is being made on this seems to be quite satisfactory. Harper is keeping various irons in the fire and appears to have them all well under control. Unless something unforeseen happens, I think you will be able to see one model complete on your return to the Laboratory.

Moore has just been in to report that the transfers (German Silver) for both Wurth's and Aiken's work continue to come out splendidly. There is a large number of additional plates for both coming through. Moore is still making

progress on the new reproducer for cylinder records, and is working nights to get as much done as possible this week.

Home Machine: Maxwell is in Chicago and Farrell in Boston, so I have no report to send. I understand, however, that prospects are good for closing with several other jobbers very soon.

Walter Miller says he has made three or four disc records of solos with choruses and two or three of orchestral pisces, and is waiting your decision on them, as he does not want to go ahead and spend money until he finds out whether or not he is on the right track.

<u>Musician for you</u>: I have advertised for a player who can sing, and expect to have answers tomorrow. I will weed them out (if any reply) and keep the best on the string until you are ready to make a selection.

I saw Mr. Wilson this morning to ascertain whether he had anything of importance to report. He said he had not, but that things were coming along all right.

Unless something of importance comes up tomorrow, I will not report again before your return, as there might be some uncertainty about your receiving mail before leaving.

Very truly yours,

Wm. H. Meadoworoft.

Arusetic is series out a "Actemen. Argest 7.7. Paragonts.

- Ceronic

 $\frac{d^2 m_{\rm coll}}{dt} = \frac{1}{\sqrt{n}} \cos \theta$  for one one and at the LAM only when show the orter personal  $\Delta T$ 

The maintain of the late of the paramal new transition of the late, if the language are not the orthogon

consequences with at the aters eighted its cases of a force constant.

To have moveral possis of alreading that part part, our movele at a confite motograp. Including the pairs of our white will have a children. The arresponds for protographic with the identity of 27 and are

test of said worth well.

to make detailings of meaning all of the makers of distraction on the contrating Provides in the Borie. The late part of these contrates in not collect to our purpose but we can be may have feel the orthings. Yet will be as communic to look than over.

Very respectfully.

April 4, 1010.

(ogined W. W. Dimmiddie .

Dr. Drinent

In require to the Mills see machine makes written (Silector and expert has little abstract ment by the Conference of the

A rec ine could be made very changing on this extended that could made a very fine viscer display for the purposition treather. Obtains of a setter to sun it, it should not continue that two deligan to call display anyther. This two case doubt be put on the sum which—one shows the changing one can write here the paper and the other the purposition that the purposition of 
the member we have not be not emitted to the purpose as at which to now the couration of the came in the simplest possible form, see diverges the une of a best do connect the two each. A very slight encounts, of the best till get the each out of place.

I have made a string bolt for this that does not stretch more more than a pinke fire. It is composed of seven attacks of bookbaiders what threse twisted together exactly like a wire rope. This is continuated with becomes not room. I made this after trying all the brine and first line I could find.

Design 1

April 8th, 1912

### MOTION PICTURES FOR EDUCATIONAL PURPOSES "CRYSTALLIZATION"

Mr. Edison:-

puring the past week I have obtained three pictures, namely: Washing-soda, Azobenzol and Santonin.

I have also designed and built on appearatus which enables me to observe the growth of the crystals while the picture is being taken. This apparatus works very well and should be applicable to motion picture cameras in general, with some modifications.

Very respectfully,

S. C. Werner.

April 8th, 1912.

#### LANSDER TEST

Total Hiles -- 1716.0

Pay's Hiles -- 46.5

Condition of Chassis -- 0. K.

Condition of course -- Rough

Trips around course -- 3 trips

Remerks: -- Only three trips were made Saiurday, on the night driver was sick and no runs were made at night.

C.a. Boyon

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This folder contains routine requests and unsolicited correspondence seeking advice or information from Edison about x-rays.

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#### FINANCIAL CONTRIBUTORS

We thankfully acknowledge the vision and support of Rutgers University and the Thomas A. Edison Papers Board of Sponsors.

This edition was made possible by grant funds provided from the New Jersey Historical Commission, National Historical Publications and Records Commission, and The National Endowment for the Humanities. Major underwriting has been provided by the Barkley Fund, through the National Trust for the Humanities, and by The Charles Edison Foundation.

We are grateful for the generous support of the IEEE Foundation, the Hyde & Watson Foundation, the Martinson Family Foundation, and the GF Foundation, and the GF Foundation, and the GF Foundation, the Association of Edison from many other individuals, as well as an anonymous donor; the Association of Edison Illeminating Companies; and the Edison Electric Institute. For the assistance of all these organizations and individuals, as well as for the indispensable aid of archivists, librarians, scholurs, and collectors, the editors are most grateful.

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The original documents in this edition are from the archives at the Edison National Historic Site at West Orange, New Jersey.

ISBN 978-0-88692-887-2



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